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The  
**CHEMIST AND DRUGGIST**

Established 1859

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FEBRUARY 3, 1934

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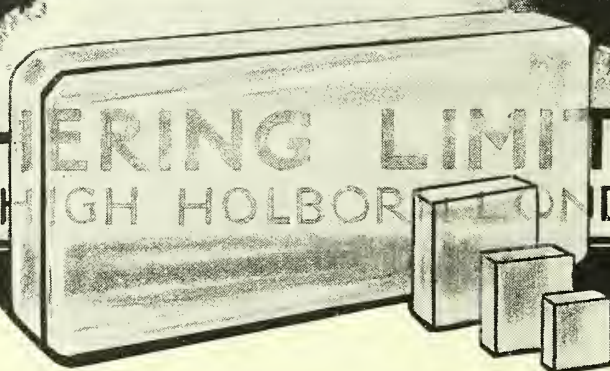
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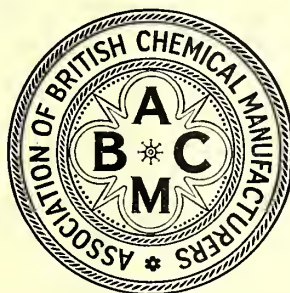


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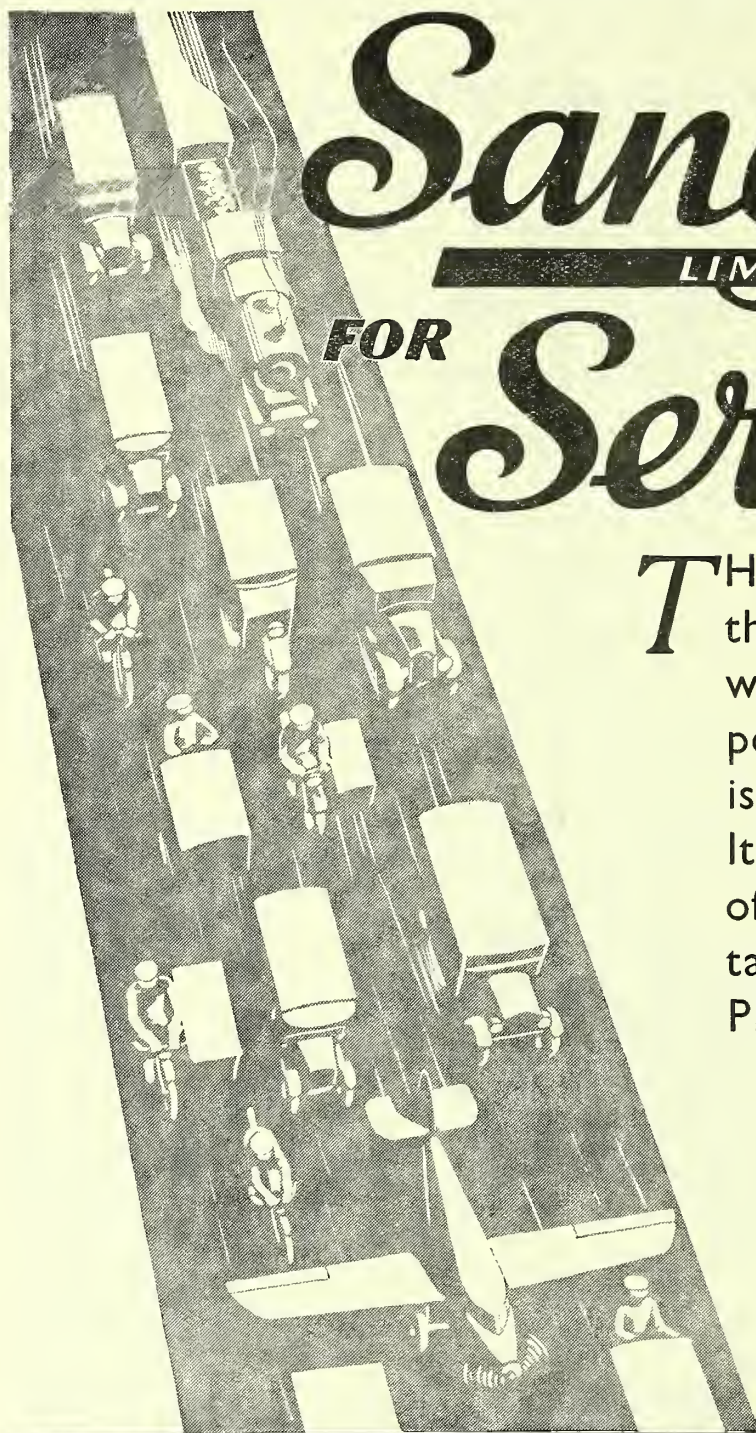
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Grey ...	7/6, 9/6, 11/6
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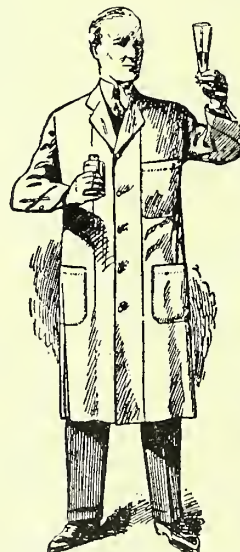
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*"Wherein the subtle savour of the Flowers  
sublimely dwells."*

**THE GREAT FLORAL AIR PURIFIER**

*A Trial will convince you that—*

**PETAL DUST**, when once shown, creates its own demand, and is therefore a valuable adjunct to every "go-ahead" store.

**PETAL DUST**, when displayed prominently upon your counter, will attract prudent customers by the fragrance of its unique odour, which to-day is of such universal admiration.

**Retails in packets at 4d. and 8d. each.**

Attractive Advertising matter free on request.

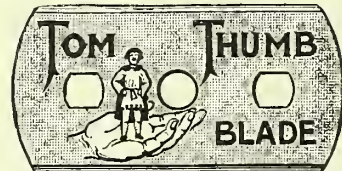
Obtainable through all the usual Wholesale Houses or  
from Sole Producers:—

**The Rosmarine Manufacturing Co.**  
LONDON, S.E.1.

**HANG IT UP AND LET  
IT SELL ITSELF**

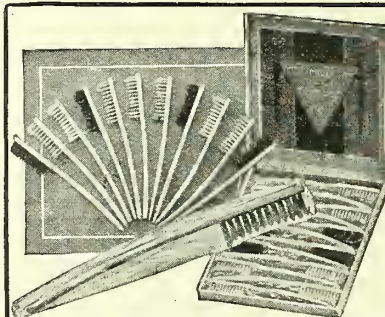
Supplied on cards or  
boxed. Show cards  
with every order.

**1 D.**  
Each  
Retail



MADE BY  
**GEORGE IBBESON & CO.**  
Razor Works, 146 West St., Sheffield

British Made



**"THE  
STATIC"**

Reg. No. 523,323

**TOOTH  
BRUSH  
BONEHANDLES  
WHITE,  
UNBLEACHED,  
OR BLACK  
BRISTLES**

Names free on  
6 doz. lots.

**6/6 per doz.**  
From all Wholesalers.

MANUFACTURERS:

**W. R. SPEER & SON, 215 Dalston Lane, E.8.**

EST. 100 YEARS.



# Now!

# MACLEANS

**PEROXIDE**

## SHAVING CREAM

giving you

# 36%

## profit on turnover on all direct orders!



Here is a shaving cream it will *pay* the chemist to sell, for our special display terms give a clear profit of 36% on turnover—a rate of profit which will be steadily maintained. And these profits will come to you quickly, without pushing, for Macleans Peroxide Shaving Cream has a ready-made market among men who know and use Macleans Peroxide Toothpaste.

The new cream is packed to appeal to your toothpaste customers, in the familiar blue and grey Maclean colours, and displayed in striking show-outers which take up very little room on your counter. The price to you is 11/3 per dozen—retail 1/3, and our profitable display terms are available to any chemist who cares to write for particulars.

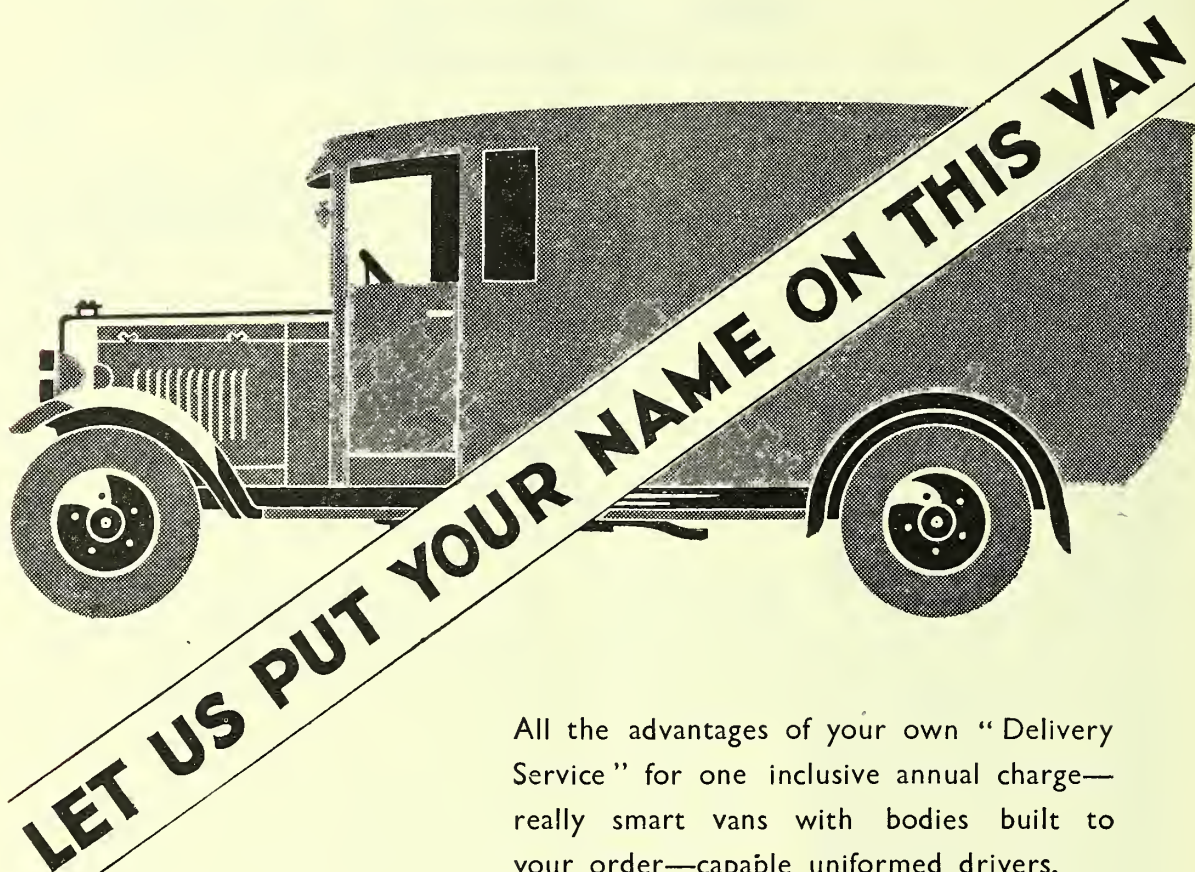
**ORDER YOUR STOCKS NOW!**

Telephone: Ealing 6616

MACLEANS LTD., GREAT WEST ROAD, BRENTFORD

*A Maclean Shave is a Clean Shave!*

“  
**HIRE YOUR OWN DELIVERY SERVICE**  
”  
SAVE CAPITAL OUTLAY—LOWER RUNNING COSTS



All the advantages of your own "Delivery Service" for one inclusive annual charge—really smart vans with bodies built to your order—capable uniformed drivers.

No transport worries—vans garaged and washed daily—replacement in case of breakdown without extra cost—load insured in transit.

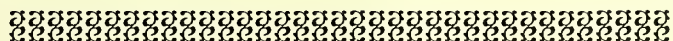
**BEAN'S EXPRESS LTD.**

Write for all particulars and fully illustrated booklet.

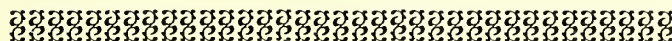
BEAN'S EXPRESS LTD., 122 GOSWELL ROAD, E.C.1.

Telephone: Clerkenwell 6372.

# PACKED GOODS



Our aim is to create the desire to buy by due attention to "get up." Each label is worded in pointed manner, an observation which applies to the show-cards, which we supply free of charge with practically every article. Our friends may rely upon the excellence and efficacy of each preparation packed by us, for we are fully cognisant of the continuous business which is the inevitable result of first-time satisfaction



## AYRTON, SAUNDERS & CO. LTD.

Telegrams: SUNDRIES, LIVERPOOL

Phones: ROYAL 4861 (43 Extensions).

34 Hanover Street, LIVERPOOL, 1

And 44/46 North Lotts, DUBLIN, C.9



The New **Autoway**  
BAROMETER OF HEALTH (Indoor use only)

**£21** Infant Balance **15/-**  
Will last a lifetime EXTRA

**12 or 18 MONTHS to PAY**

The **Autoway** looks good, weighs accurately, and simply entices patronage. Thousands in use throughout the Empire.

Write for particulars and Terms.

**Autoway** ©

Automatic Weighing Machine Manufacturers,

**13 WELLINGTON STREET, GLASGOW**

MODEL A 2  
Finished in Cellulose or Vitreous Enamel—  
any colour  
Silver or Black Dial, Chromium fittings



*The Brush with the*  
**IVORY GRAIN**

- Knots guaranteed not to come out.
- Handles guaranteed not to spl.t.
- Handles will not discolour in the shop window.

	Trade doz.	Sell each
No. 69 White Hog Hair -	20/-	2/6
No. 70 Badger Hair and Bristles	24/-	3/-
No. 71 Badger Hair and Bristles	28/-	3/6
No. 72 Badger Hair and Bristles	36/-	4/6
No. 73 Badger Hair and Bristles	40/-	5/-

All IVORY GRAINED HANDLES resplendent finish

This Mahogany Finished Display Stand given free for minimum order for one dozen brushes providing one set as shown above is includ.d.

Obtainable from your regular wholesaler

MADE BY

**R. A. ROONEY & SONS**

WALTHAMSTOW,  
LONDON, E. 17

ESTABLISHED OVER A CENTURY

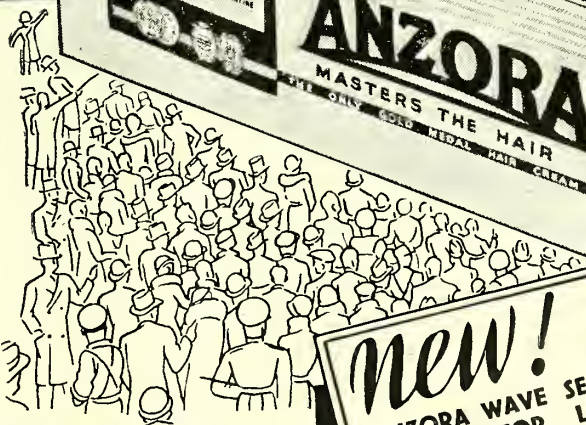


# This Front Page Daily Mail will increase Anzora's Sale!

Stock up now to meet the demand



Here's another big splash by Anzora to help your sales!—the whole Front Page of the Daily Mail on March 8th, reaching a public of nearly two million throughout Great Britain. The whole Anzora range will be featured—Anzora Cream, Anzora Viola, Anzora Brilliantine and the new Anzora production, Anzora Wave-Setting Lotion for ladies. Your customers will see this advertisement—Your sales will benefit—stock up with Anzora now—display Anzora in your window—be prepared for the big demand that's coming your way!



## ★ SPECIAL BONUS OFFER ★ 13 to the DOZEN for WINDOW SHOW

All retailers placing orders in February and guaranteeing a Window Display during March will receive 13 bottles to the dozen. Take advantage of this offer and make all the money you can out of the front page of the Daily Mail. But remember—your order must be placed in February!

**new!**  
**ANZORA WAVE SETTING LOTION FOR LADIES.**  
 A new Anzora line that is going to mean more profit to you. Beautifully perfumed and selling at the popular prices of 6d. and 1/3. Get fully stocked to meet the demand. Trade terms 4/- and 11/- per dozen.

# ANZORA

MASTERS THE HAIR

THE **ONLY** GOLD MEDAL HAIR CREAM

ANZORA PERFUMERY CO., LTD.,  
LONDON, N.W.6.

# A SKIN TONIC By the makers of Velouuty

Order a small stock from your Wholesaler

Iradium is now being advertised in the magazines, "Nash's," "Britannia and Eve," etc., and in Fashion journals. Samples are being offered in the Velouuty advertisements appearing in the national dailies, The Daily Sketch, Daily Mirror, Daily Mail, Daily Herald, Daily Express, etc.

Have it ready when it is asked for!



## IRADIUM de DIXOR

A high-class skin tonic at a moderate price.

Sell it with Velouuty!

Send for a supply of Iradium and Velouuty show material and a copy of the Dixor Book of Beauty now being distributed.

P.A.T.A. Prices:

Retail 2/6 & 5/6 a bottle. Wholesale 18/- & 39/- a doz.

**DIXOR LTD., DANEMERE STREET, LONDON, S.W. 15.**

Tints No. 4

### CONFIDENCE

"Trust him not that hath once broken faith."

—Shakespeare.

**HAIR-DYE SALES ARE BUILT UP ON CONFIDENCE—BOTH IN THE RETAILERS AND CUSTOMER.**

When you sell hair-dye be careful that you are not jeopardizing that trust on which your clientele is built. Sell Nuctone. Not only does Nuctone do its job efficiently but over many years it has continued to be "safe as a shampoo."

Order through your usual wholesaler.



## Nuctone

SAFE FOR GREY HAIR

STEWART, GOODALL & DUNLOP LIMITED

### VOGUE Vanities



Obtainable in a variety of colours and designs—Vague Vanities have an extensive range for choice; and in each case special care and attention has been given to quality and finish. . . . British Made throughout—in Nickel, Gilt, Silver, Enamelled, Engine-Turned and Lacquered.

From all Wholesalers:  
**Blackmore, Howard & Metherell, Ltd.**  
53 Hatton Garden,  
London, E.C.1

[3]



NG. CDF 4454

Illuminated Interchangeable Sign, size 13" x 8". Blue metal frame, complete with 200 letters and figures—wired with holder and flex. Ready for immediate use. Price quoted does not include lamp.

**7'6**

Full illustrated list of Shopfittings No. CD 1360 free on request.

**DUDLEY & Co. Ltd.** 451 Holloway Rd., London, N.7  
City Showrooms: 65 Fore St., E.C.

**Forhan's**  
TRADE MARK  
**FOR THE GUMS**  
BRUSH YOUR TEETH WITH IT

*consistent*  
**sales**

Extraction of teeth is so frequently a sequel to pyorrhœa poisoning that the danger of neglected gums is now widely appreciated. Through extensive national advertising the public is made aware of the protection afforded by consistent use of Forhan's for the Gums. Consistent use means consistent sales for those retailers who associate themselves with Forhan's Advertising by prominent window display. The Stemco representative will gladly provide particulars of

**bonus terms**

STEMCO LTD., 128 ALBERT STREET, CAMDEN TOWN, N.W.1

# NATIONAL ADVERTISING

is starting for



the FIRST SHAMPOO  
entirely free from soap  
and harmful alkali

Ava Shampoo is the remarkable scientific invention of an expert in modern methods of cleansing hair. It is fully patented and no other shampoo can contain the essential ingredients which make Ava what it is — the best and safest of all shampoos, with unique cleansing and beautifying properties. It has been awarded the Certificate of the Institute of Hygiene.

**3,000,000 WOMEN**  
will see **AVA SHAMPOO**  
Advertising every week

Encouraged by the ready response of public and trade to the introduction of Ava Shampoos over six months ago, Ava Ltd. are now starting intensive and consistent national advertising. This advertising is going to tell! Ava Shampoos are going to sell! Are you ready to meet the big demand? Order your stocks of Ava Shampoos now, display them well, and win your fair share of this exceptionally profitable trade.

*All enquiries to*

AVA LTD., 9 Park Hill, London, S.W.4

## VISKAPS

*The ORIGINAL VISCOSE BOTTLE CAPSULES* ensure security, hygiene and an attractive finish to every bottle. VISKAPS seal and mould themselves to the contour of almost any bottle and stopper. Supplied in Wet or Dry form. VISKAPS can be printed with lettering or design in fast ink. VISKAPS can be dyed to suit any colour scheme. VISKRINGS are similar to VISKAPS except that they leave the top of the closure open, thereby allowing any printing or device to be seen.

THE VISCOSE DEVELOPMENT CO., LTD., BROMLEY, Kent.  
Visit our Stand E 67, at the British Industries Fair, Olympia



# 100% profit for you

## great bonus offer now repeated



**This offer is available to RETAILERS only on all orders received Jan. 24 to March 3rd.**

- (a) **36 blades free with every order for 1 gross blades.**  
 You order 1 gross blades, costing 8/-  
     selling retail for ... 12/-  
 You receive bonus of 3 dozen blades  
     selling retail for ... 3/-  
 Your total cash return is ... .. 15/-  
 Your profit is 7/- on outlay of 8/-, i.e., 87½%
- (b) **1 gross blades free with every order for 3 gross blades.**  
 You order 3 gross blades, costing 24/-  
     selling retail for ... 36/-  
 You receive bonus of 1 gross blades  
     selling retail for ... 12/-  
 Your total cash return is ... .. 48/-  
 Your profit is 24/- on outlay of 24/-, i.e., 100%

Our last bonus offer produced results far surpassing our most sanguine hopes. Thousands of dealers availed themselves of the opportunity of stocking up with Minora Blades under the exceptionally generous terms offered, and the vastly increased demand for MINORA since the offer terminated convinces us that both the trade and the public appreciate that Minora is the finest quality blade at the price.

Our new bonus offer is made in response to numerous requests from the thousands of wise dealers who seized the former opportunity of earning quick and easy profits on terms of unparalleled generosity.

### TERMS

2½% cash. Orders may be placed with your usual Wholesaler, but in every instance the bonus blades will be sent carriage paid direct by Moorgate Blade Co., Ltd. The bonus terms will apply to repeat orders but to qualify for the higher bonus under (b) not less than 3 gross blades may be ordered for delivery in one lot. Only orders received between January 24th and March 3rd, 1934, both dates inclusive, can be accepted under bonus terms.

**THE BOLDER YOUR ORDER THE LARGER YOUR PROFIT**

### PRESS ADVERTISING

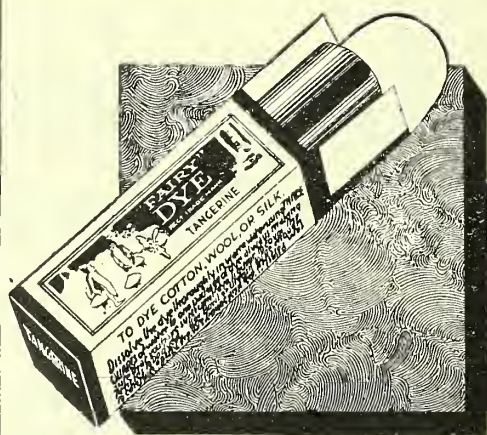
During February and March an advertising campaign in the leading National and Provincial Newspapers in Great Britain and Ireland with a combined circulation of nearly 7,500,000 will support and further your own efforts to sell Minora Blades.

# Minora

## The GOOD Cheap Blade

MOORGATE BLADE CO., LTD.

Finsbury Pavement House, 120 Moorgate, London, E.C. 2



**LONDON DEPOT:**  
292 UPPER STREET, ISLINGTON, N.1

**FAIRY DYES, LTD., GLASGOW, N.W.**

*Fairy Dyes*

**It pays to  
Concentrate  
on  
Advertised goods**

**FAIRY DYES**

are well advertised in the National Press and Ladies' Journals. They meet with a large and steadily increasing demand.

Sold at the popular price of 2d. per tube retail—attractively packed. 31 shades and colours.

See that your stocks are up-to-date.

**BUY**

**BRITISH**  
**PYRAMID**  
TRADE MARK

*are better than ever.*

**6 and 8 oz.**

N.H.I. 5<sup>d.</sup> per gr.

Ordinary 8<sup>3d.</sup> „

Fine 1/1<sup>1</sup>/<sub>2</sub> „

Finest 1/8 „

10 gross carriage paid.

20 gross - - less 5%.

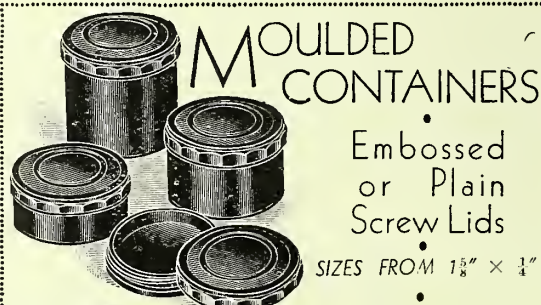
Less 5% cash with order.

Write for full Price List and Size Gauge.

**N. W. Mitchell & Snow, Ltd.**

"The Cork Firm."

Limehouse, London, E. 14.



Embossed  
or Plain  
Screw Lids

SIZES FROM 1<sup>3</sup>/<sub>8</sub>" x 1"

**RESYNTHITE Limited**

Phone: National 734; 128-9 CHEAPSIDE, LONDON, E.C.2

**ZULO CARBOY HAMPERS**



**GLASS CARBOYS  
DEMIJOHNS  
WINCHESTERS  
CARBOY TILTERS**

**R. & H. LEIGH & SONS LTD.**  
--- BOLTON ---



# INDISPENSABLE DISPENSING SERVICE!

*Packed in Sealed Non-Returnable Standardized Fibre Cartons in the Following Quantities Only*

1 oz. Packed 2 gross per ca.e.	8 oz. Packed 6 doz. per case.
2 oz. " 1/2 " "	10 oz. " 4 " "
3 oz. " 1 " "	12 oz. " 4 " "
4 oz. " 1 " "	16 oz. " 4 " "
6 oz. " 6 dozen "	20 oz. " 3 " "

*"The Perfect Pair"*

*Cap and Bottle manufactured by*

THE special U.G.B. process of Sterilizing by passing every single bottle through boiling distilled water and drying in super-heated filtered air has proved a boon to the busy dispenser.

Straight from sealed fibre dustproof cartons—ready for instant use—sparkling bright and scientifically sterile.

**UNITED GLASS BOTTLE MANUFACTURERS • LIMITED**

*The Largest Manufacturers of Glass Bottles in Europe.*  
**40-43 NORFOLK STREET, STRAND, LONDON**

Telephone: TEMPLE BAR 6680 (10 lines)

W.C.2

Telegrams:

"Unglaboman, Estrand, London"

*"Adaptocaps"*

*will give  
your bottles  
Distinction*



These Dry Bottle Caps are made in all sizes and colours, clear and opaque. They are Self Sealing, of unrivalled quality and BRITISH MANUFACTURE. Special low rates for large contracts. Let us quote you.

**The London Capsule Co**  
EMPIRE WORKS, MITCHAM RD., CROYDON  
Telephone: Thornton Heath 3014

# SOL-VO SELLS ITSELF



SOL-VO gives a good margin of profit to the Chemist and is economical for the customer because it contains nearly three times as much paper as the "so-called" cheap varieties. It pays to stock and display SOL-VO. Why not give it a trial?

**FORD, SHAPLAND & CO. Ltd.**

GT. TURNSTILE, HIGH HOLBORN,  
LONDON, W.C.1

Telephone: Holborn 4695.

## WESTMINSTER COLLEGE OF PHARMACY

Revision Courses for P.S. and C. & D.  
Examinations now being held.

Founder: G. S. V. WILLS, Ph.C.  
Principal: P. H. WOODNOTH, Ph.C., F.C.S.  
Phone: Reliance 3728

## PHARMACEUTICAL PREPARATORY COURSES BY POST

Also Special Revision Papers.  
Fee 21/-

190 Clapham Road, London, S.W. 9

## DYES for PARTY FROCKS and STOCKINGS

Specially made for Chemists—



Wise Chemists recommend  
**AURORAL Cold Water Dyes**  
and **WINNER Stocking Dyes**

By **WHITAKER & CO.** (Kendal), Ltd., KENDAL, ENG.  
Makers of "Luton" Straw Hat Dyes, etc.

## Personal Tuition in— OPTICS

MANY SUCCESSES IN THE EXAMINATIONS.

Your opportunity to

## QUALIFY IN OPTICS

**PRACTICAL WORK.** Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London. Expert tuition for the **SIGHT-TESTING DIPLOMAS** of the Worshipful Company of Spectacle Makers (F.S.M.C.), the British Optical Association (F.B.O.A.), the National Association of Opticians (F.N.A.O.), and the College of Optics (F.C.O.).

Write for Syllabus:—

**C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.I.O., F.N.A.O., F.C.O.**  
50 HIGH STREET, BARNET, LONDON, N.

## LONDON COLLEGE OF PHARMACY

(Founded by H. WOOTTON, B.Sc.) C. W. GOSLING, Ph.C.  
Principal: IRVINE G. RANKIN, B.Sc., Ph.C.

### SPECIALISTS IN TRAINING PHARMACISTS



JUST COMMENCED:—  
6 Months' Course for  
PRELIM. SCIENTIFIC  
for June Exams.

REVISION—all Subjects  
PS and C & D for  
March Exams.

Apply to the Principal,  
**361 CLAPHAM ROAD, S.W.9**  
Telephone: Brixton 2161

# Important Notice to the Trade

## “ALMATA” KEEN'S COMPLETE FOOD

On and after 30th April, 1934, the packing of 1-lb. and ½-lb. tins of Almata will be discontinued, and replaced by one size only—viz., a 12-oz. tin to retail at 2s. 6d. net.

**This represents a reduction of 8<sup>D</sup> per lb.**

A price list giving full details of our new terms will be posted to all our chemist friends.

In every respect the quality of Almata will be maintained, and we hope that this substantial reduction will have the effect of stimulating your sales to our mutual advantage.

The directions on the tin have been revised, and separate recipes are given for Infant Feeding, Expectant and Nursing Mothers and for Invalids. **The food will remain on the P.A.T.A. list** and the price, viz., 2s. 6d., will be plainly marked on the front panel of the tin.

**SEND  
IN  
THIS  
COUPON**



To enable you to dispose of your existing stocks we are giving you this three months' notice, and if you will complete the attached coupon and return it to us, we shall be pleased to forward booklets and display material to assist you in the disposal of any stocks you may have on hand.

KEEN, ROBINSON & CO., LTD.,  
Manufacturers of Almata, Carrow Works, Norwich.

**WILL YOU PLEASE FORWARD  
DISPLAY MATERIAL FOR ALMATA**

*I have the following supplies on hand :—*

.....1-lb. tins marked.....

.....½-lb. tins marked.....

Signed.....

Address.....

# PRECIPITATED CHALK

**LIGHTEST—MEDIUM—DENSE.**  
And All Other Grades To Suit Every Purpose.  
Prepared Chalk B.P. and Powdered Talc.

'Phone: Mansion House 7300. Tel. Add.: "Levermore, Phone, London."  
**A. LEVERMORE & CO. LTD.** ABC Codes.  
110 CANNON STREET, LONDON, E.C.4. 6th Edition.

## GUMS

TRAGACANTH  
and ARABIC  
As Imported or Finely Powdered

**WHITE SHELLAC**  
FREDK. FINK & CO., 10 & 11 Mincing Lane, London, E.C.3  
Telephone: ROYAL 5091

## "VITAMIN TESTED YEAST"

Yeast specially prepared for medicinal purposes  
GUARANTEED ABSOLUTELY PURE  
MIDGLEY & PARKINSON, LTD., Warren Works Pudsey, LEEDS  
Sole selling agents for Great Britain—  
**THE OLD STRAND CHEMICAL & DRUG CO., LTD.**  
Audrey House, Ely Place, London, E.C.1

## PHOSPHATE OF SODA, Pure

For Food Purposes

ASK FOR SAMPLE AND PRICES  
**PERRY & HOPE, LTD.**  
Forth and Clyde Chemical Works, NITSHILL  
Telephone: Giffnock 414 (2 lines). Telegrams: "Perryope, Nitshill."

## MAWSON FILTERS

always give satisfaction. They eliminate all risk of water contamination. Simple in construction, they do their job efficiently at a minimum cost. They have a world-wide reputation. May we send you our descriptive list? Overseas enquiries specially invited.

The MAWSON FILTER Co., 20 Grainger St. W., Newcastle-on-Tyne



## SHADEINE FOR TINTING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses.  
Trial size 8d, per doz. . . . . 6/-  
1/4 size, per doz. . . . . 12/-  
2/6 size, per doz. . . . . 24/-  
3/9 size, per doz. . . . . 36/-

The SHADEINE Co., 58, Westbourne Grove, London, W.2

SUPPLIED TO CHEMISTS & DRUGGISTS ONLY

**FINEST** *Safeguard* **QUALITY**

(RUBBER GOODS)

FREE SAMPLES & PRICES ON APPLICATION

BURGE, WARREN & RIDGLEY, LTD. 91-92, GREAT SAFFRON HILL, LONDON, E.C.1.

**C**HEMISTS SAY BARNETT'S  
BOTTLES ARE BETTER.  
SO WILL YOU. WRITE  
FOR LISTS.

**JACK L. BARNETT  
Ltd.**  
18 Basinghall St.  
Leeds 1. Tel. 28447

## STOCK OUR 'FLU PREVENTIVE PENDANT

These are very effective, and will also increase your sales for iodine.  
TO RETAIL AT 6d. 33/- per 100. SAMPLE 6d.  
**BURALL BROTHERS, WISBECH, CAMBS.**

## GENUINE RUSSIAN MEDICINAL LIQUID PARAFFIN B.P.

S.G. 885/90. VISCOSITY ABOUT 290.

*Liquipar*  
BRAND

In steel drums or 5 and 10 gallon containers. Bottles, White Medical Flats, labelled own name. Viscose capped. Samples free on request. Ask for quotations—the cheapest in the market.

**HERTZ & CO., Est. 1878, 9 Mincing Lane, E.C.3**

## IONIZED IODINE

(MOLSON BRAND)

Obtainable from the usual wholesalers or the makers  
**MOLSON IONIZED IODINE CO. Ltd.**  
34 C, GABRIEL'S HILL, MAIDSTONE

## PUTNAM'S PRICE PROTECTED POULTRY PRODUCTS PRODUCE PROFITS

WRITE FOR TERMS:—  
**Putnam's Dependable Service**  
NORTHAM, DEVON

## Louis de Luxe Products

ALL TOILET PREPARATIONS

PROPRIETORS:

*Low, Son & Haydon, Limited*

5 GT. QUEEN ST., LONDON, W.C.2 COURT  
TELEPHONE: HOLBORN 6410 EST. 1790 PERFUMERS

## OTEG EGG PRESERVATIVE

Store eggs dry in box for ten months.

SOZOL (1924) LIMITED, 20 Copthall Avenue, London, E.C.2

## FREE and POST FREE NEW CO-RE-GA CARD

Display it and increase your sales  
THOS. CHRISTY & Co., Old Swan Lane, London, E.O.4

**Best sellers**

The public is asking for **ZEAL** CLINICAL THERMOMETERS because they are:-  
**GUARANTEED TO STAY ACCURATE**  
**CONSISTENTLY ADVERTISED**

Made by **ZEAL**

-the name the public knows.

G. H. ZEAL, LTD.,  
75 & 77, St. John St., London, E.C.1.



• Winning new customers for over 40 years!

**MENE TOWELS**

From your Wholesale House, please. A superior quality hygiene and a great favourite with women. Also SU-CAN Soluble, for easy disposal.  
ROBINSON & SONS LTD., CHESTERFIELD & LONDON

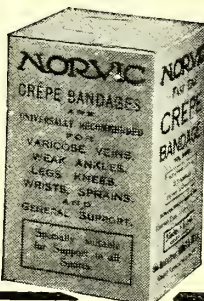
**NORVIC**

**BLUE CARTON CRÉPE BANDAGES**

The Blue Carton, prominently displayed in the window or on the counter, will increase your crépe bandage sales enormously. A P.A.T.A. LINE with FULL 33% PROFIT.

From leading wholesalers.

Sole manufacturers: Grout & Co. Ltd.  
35 Wood Street, London, E.C.2.



Awarded Certificate by The Institute of Hygiene for Purity—Quality—Merit

**LOCARNO**  
MEDICATED  
TOILET ROLL

Costs 3<sup>d</sup>



BRITISH MADE

Sells 6<sup>d</sup>

Sales restricted to Chemists

You are sure of repeat orders by selling the "LOCARNO"

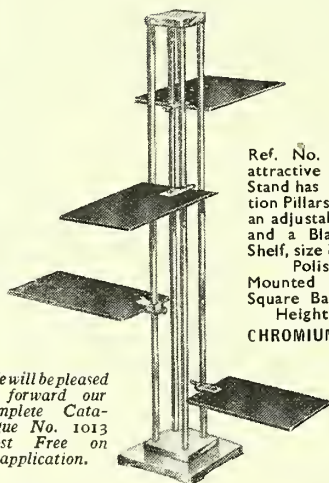
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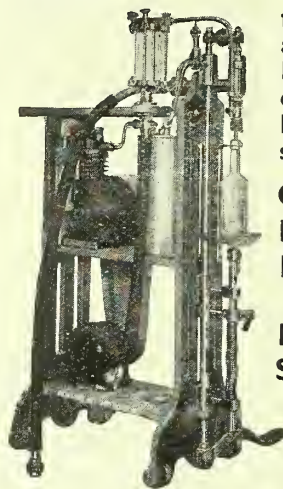
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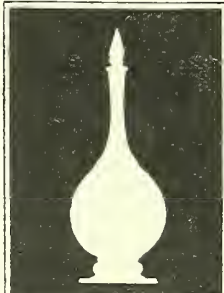
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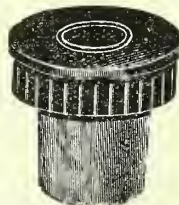
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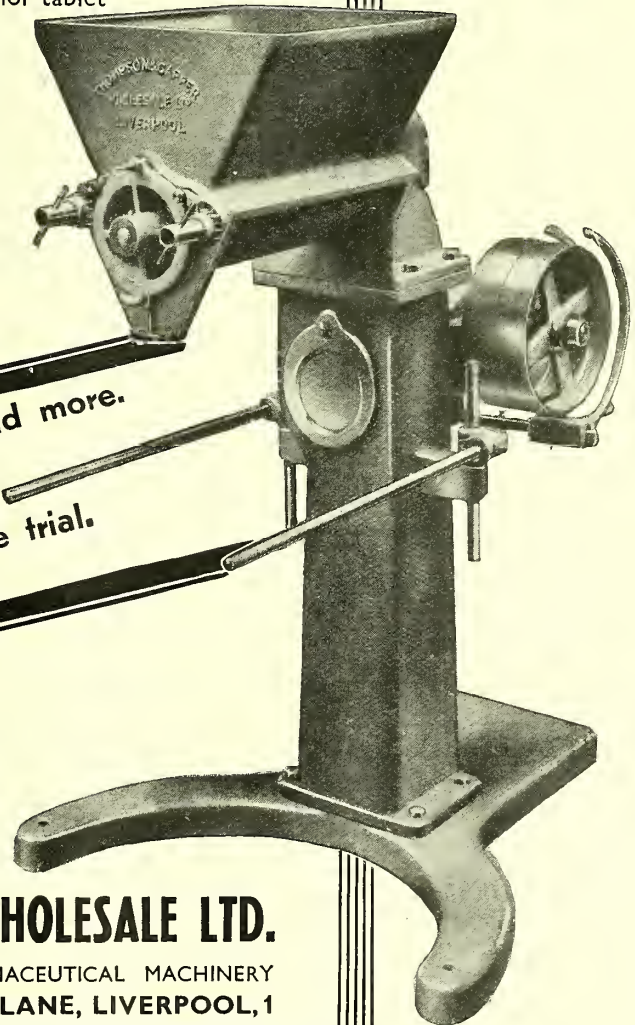
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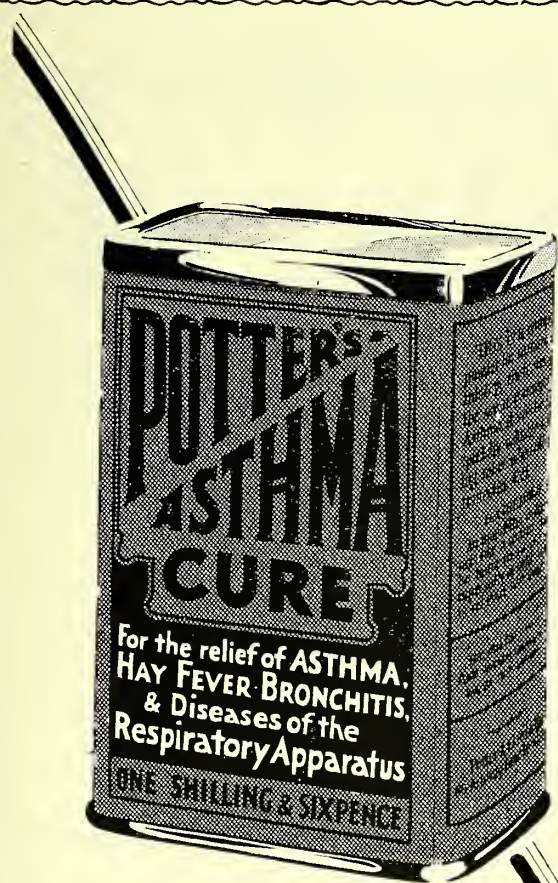
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A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,  
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## News of the Week

### More Grocers' Association Protests

Reports of association meetings in "The Grocer" of January 27 indicate further activity on the part of grocers' associations in protesting against the suggested appointment of Pharmaceutical Society's inspectors to visit the shops of traders who are not registered pharmacists (*C. & D.*, January 27, p. 85). The South Midland District Council decided to recommend each affiliated association to forward to its local authority a resolution protesting against the suggested appointment of inspectors of the Pharmaceutical Society as inspectors by the local authorities under "these Acts."

The Yorkshire Council of Grocers' Associations went further than this. The secretary read a letter from the Wakefield Association, asking the Council to support a resolution of protest against the Pharmaceutical Society's effort to secure the sole right of handling the sale of ammonia to registered chemists, the association contending that grocers had been really the party responsible for introducing the sale of ammonia for household washing purposes and had been chiefly responsible also for the extension of its sale to the public. Several speakers expressed the view that all grocers could support the protest not only in regard to ammonia, but against the present policy of the Pharmaceutical Society in relation to a good many other articles of domestic use in having them scheduled under the new Pharmacy and Poisons Act. Mr. John Kerr (Leeds) said that in his opinion the Government had already provided ample safeguards for the public, and there ought to be no further interference with the disinfectants, cleansing and similar articles which were sold by the grocer. He felt very strongly, he said, that this matter, like that of the appointments of Pharmaceutical Society members as the new inspectors under the Act, was one which was very justifiably a case

for vigorous protest. It was unanimously agreed to support the Wakefield protest. Resolutions of protest against the appointment of the Pharmaceutical Society's nominees as inspectors of grocers' shops are also reported from Croydon and Gloucester.

### Inquests

A verdict of "Suicide while of unsound mind" was recorded by the St. Pancras (London) coroner, on January 25, in the case of Mrs. Ellen E. Hamilton, a widow. The evidence of Dr. Roche Lynch was to the effect that he found a total of 4.1 gr. of veronal in the organs submitted to him. He added that a safe dose of drugs in the veronal group was about 10 gr., and a fatal dose about 50 gr., although less could cause death.

The West Surrey coroner concluded, on January 24, an inquiry concerning the death of Mr. Henry Levy, a resident of Cobham, who died in London. Dr. John H. Ryffel, Home Office analyst, said that the analysis of certain organs disclosed a poison belonging to the barbitone group. "Dial," Dr. Ryffel added, "is destroyed by the body to a certain extent, and decomposition helps to destroy it, so that it is claimed that it is very difficult at any rate to find dial in the liver in the case of one who had died of dial." Asked "Is there any means of distinguishing between dial and sonéryl in the quantities you found?" the witness replied, "In two ways. By melting and by the method of crystallisation. Dial crystallises distinctly, and I did not obtain crystals of dial. I obtained crystals that would pass for sonéryl." Mr. W. M. Tims, chemist and druggist, High Street, gave evidence of supplying the deceased with dial tablets and sonéryl tablets on various occasions. The Coroner: What is the position with regard to sonéryl tablets from a dispensing chemist's point of view? Must you have a

prescription?—No, it must be entered in the poison-book or in the prescription-book. As long as there is a record in one way or other there is no other restriction. The word prescription apparently has a general meaning, and not a particular meaning. Would you stop at 100 tablets or give 1,000?—Stop at 100. It is a question of precaution. I expect I could give out under the law as it is at present 1,000 without infringing the Act of Parliament. The jury returned an open verdict.

### Birmingham

Several firms well known to the drug trade are among the donors to the Lord Mayor's fund for the unemployed.

An interesting account of Betton's British Oil, a proprietary which came into fame about the middle of the eighteenth century, appeared in the "Birmingham Mail" of January 22.

Mr. W. A. Benton, of Handsworth, who is well known for his connection with W. & T. Avery, Ltd., has written a long poem dealing with the economic crisis of 1929. Mr. Benton's work is entitled "The Observing Angel" and is cast in the form of a dialogue in verse, with a prologue and an interlude between the two books into which it is divided.

### Manchester

Mrs. Steinman, the wife of the hard-working chairman of the Junior Section of the Pharmaceutical Association, is again at home after nearly three months in the Royal Infirmary.

The second "Ladies' Evening" of the Manchester and District Pharmaceutical Masonic Association was held on January 10 at the Grand Hotel, where seventy guests were received by the chairman (Bro. R. L. Balf) and Mrs. Balf. After the dinner the following toasts were honoured:—"The Chairman," by Bro. A. Wild (vice-chairman); "The Ladies," by Bro. A. H. Lyons; and "The Visitors," by Mrs. J. Bridgford. The replies were given by Bro. Balf, Mrs. Balf, and Bro. Vaughan respectively. A military whist drive conducted by Bro. A. H. Lyons followed. The winners were Mrs. Lateward, Mrs. Taylor and Bro. J. Bridgford. After an interval for coffee and ices, dancing continued until 12.30. The M.C.s were Bros. Woodhead, Bridgford and McCutcheon.

### Miscellaneous

VISIT TO WORKS.—Through the courtesy of the United Chemists' Association, Ltd., a large party of Blackpool chemists recently visited the Ucal works at Cheltenham. After an interesting tour a visit was paid to the local football ground to see Blackpool defeat the home side in the first round of the cup.

PARLIAMENTARY BILL RELATING TO CONTRACEPTIVES.—A Bill "to restrict the sale, display and advertisement of contraceptives" (Stationery Office, 1d.) has been introduced into the House of Lords by Lord Dawson of Penn. The Bill, which consists of three clauses, provides for penalties up to £20 for a first offence and £50 for a second offence.

NOTTINGHAM MEMORIALS TO LORD TRENT.—It is announced that the Corporation of Nottingham will erect a memorial to Lord Trent, and that the council of University College, the buildings and site of which were given by him, is also to perpetuate his memory by placing his portrait and a plaque in the great hall of the College.

THE ROYAL INSTITUTION.—Forthcoming lecturers at the Royal Institution include Sir Joseph Thomson, O.M., on February 9 ("Reminiscences of Physics and Physicists"); Dr. Allan Ferguson on February 16 ("Surface Tension"); Lord Rutherford, O.M., on the first four Saturdays in March ("The Transmutation of Matter") and on March 23 ("The New Hydrogen"); Dr. L. J. Harris, a series of four lectures beginning on January 18 ("Vitamins"); Sir William Bragg, O.M., on February 15, February 22 and March 1 ("The Elements of Crystal Analysis").

COURSE OF LECTURES.—The South-Eastern Associations of London have organised a second series of post-graduate lectures for pharmacists on "Therapeutics: The

Therapeutics of Modern Medicaments," commencing on February 14 at 9 p.m. The lecturer is Mr. Edward R. Cullinan, M.D., B.S., M.R.C.P., Fellow of the Royal Society of Medicine, physician to St. Bartholomew's Hospital, London, and the Memorial Hospital, Woolwich. The course will consist of ten lectures, the fee for which is £1 payable to the Woolwich Polytechnic, at which institution the lectures are to be given. Enrolment forms can be obtained either from the Polytechnic or from Mr. E. Oswald Wells, general secretary to the South-Eastern Associations, 28 Felhampton Road, S.E.9.

"DISINFECTANT" IN LETTER-BOXES.—At Greenwich Police Court, London, on January 24, Allen Edmondston and James E. Tonks pleaded "Guilty" to charges of peddling without licences. It was stated that their method was to leave packets of "disinfectant" in the letter-boxes of private houses and call later. Told by the magistrate that this procedure was a mere subterfuge for peddling, the employer said: I admit it is a subterfuge, but it is within the law. Nevertheless I agree with the police that they ought to have licences. He added: These goods are perishable. The Magistrate: If the stuff perishes as quickly as that it is not much good as a disinfectant. If it only lasts a day or two it is another form of swindling. I don't think much of your law, you know. The Employer: I'm not a lawyer. The defendants were dealt with under the Probation of Offenders Act.

IN THE COURTS.—At Old Street Police Court, London, on January 24, Simon Abrahamson, Osborn Street, E.1, was fined £8 8s., with £10 10s. costs, on various summonses relating to the sale of a wine to which the false trade description "Yalumba sherry" was applied, the product being of Australian origin.—At Hull, recently, Potter & Clarke, Ltd., London, E.1, and Carter & Sons, Sheffield, were fined £20 and £10 respectively for having supplied dried mint adulterated with *ailanthus* leaves. Mr. Livermore, defending, said that Messrs. Potter & Clarke bought the mint from a French firm, which described it as of the usual quality. They sent it out to their customers as received. Speaking of other prosecutions against his clients, he said he felt that it was becoming a persecution, and not a prosecution. All the proceedings had been taken in respect of this one consignment.—At West Ham Police Court, London, on January 27, Percy Kransky (28), described as a chemist's sundriesman, was sentenced to a month's hard labour for obtaining £20 by means of a trick from Mr. J. Levene, druggists' sundriesman, Ridley Road, E.8.—In Shoreditch County Court, on January 30, Irving's Yeast-Vite, Ltd., Pall Mall, S.W.1, obtained judgment against S. Barnes, Chardmore Road, N., in the sum of £100 9s. for goods sold and delivered. An order for payment at the rate of 10s. a month was made.

SPORTING EVENTS.—Potter & Clarke's Football Association, "A" team, played Lea Bridge Gas Co. recently in the South Tottenham Charity Cup and drew 1—1. The "C" team played Trinity Mission, in the Leytonstone and District League, and won 4—2. The girls' netball, "A" team, in the London Business Houses Netball League, played Pinchin Johnson, and won 20—8. The "B" team, in a friendly match against Mazawattee, won 15—7. The football "A" team lost to Lea Bridge Gas Co. in the South Tottenham Charity Cup 4—1; "B" team beat Kearley & Tonge, 7—1, in the London Business Houses 3rd league, Division 1. The girls' netball "A" team beat Wakefield in the 2nd division of the London Business Houses Netball League 20—16; "B" team lost to B.D.V. in the 3rd division of the London Business Houses League, 22—11.—The Ipswich Chemists' Hockey Club men's team met Waterloo House men's team on January 17, losing 3—0. On the same date the women's team met Waterloo House women's team, the match resulting in a score of 4—2 against the chemists. The women's team were to meet the Ipswich Women's Hockey Club on January 24, but the match had to be scratched owing to frost. The Club has arranged another dance to be held at the British Legion Hall on February 28, to augment the funds of the Club. These dances are always most enjoyable, and the Committee hope that all local chemists and their friends will lend their support.



## Irish Notes

### Brevities

Mr. Thomas Cromie, Ph.C., is opening a pharmacy at Gilford, co. Down.

A new pharmacy is being opened at Ballysodare, co. Sligo, by Miss Violet V. Hamilton, L.P.S.I.

Mr. Robert Hastings, Ph.C., has been re-elected chairman of Newcastle (co. Down) Urban District Council.

A Dublin evening newspaper recently had an advertisement announcing that a pharmaceutical chemist of Northern Ireland was connected with a ladies' hairdressing business in Dublin.

Master Alex. Davidson, son of Mr. A. D. Davidson (Dublin manager of May, Roberts & Co., Ltd.), won the fourth prize in the "Bonnie Babies" competition run recently by the Capitol Theatre, Dublin.

At the recent annual meeting of the North and West of Ireland Commercial Travellers' Association, Mr. Fred Storey, Ph.C., said it was thought that the tide was turning, and that there were better times ahead.

Mr. Joseph O'Reilly, M.P.S.I., Lower Leeson Street and Upper Merrion Street, Dublin, has sent us an attractive wall calendar (9 in. by 12 in.), the illustration of which is a reproduction of the study "A Young Novice."

### Belfast

Mr. J. J. McVeigh, Ph.C., has opened a pharmacy at 54 Clonard Gardens, Belfast.

In the Chancery Division at Belfast, on January 25, Mr. Justice Megaw granted an injunction, pending the hearing of an action, restraining John McLaughlin and the People's Popular Prescriptions, 48 North Queen Street, from using the registered trade marks "Electric Lung Mixture" and "Quick Rub" on any leaflet or advertisement in connection with medicinal preparations, and from using them in any way calculated to induce the belief that medicinal preparations manufactured by or for the defendants were preparations manufactured by the plaintiffs, Walfox, Ltd., Batley, Yorkshire. Mr. Justice Megaw also granted the plaintiffs leave to issue a concurrent writ for service outside the jurisdiction of the Court against T. H. Walton & Co., Ltd., Batley, and Bakora, Ltd., Batley, as co-defendants in the action.

## Scottish Notes

### Infra-Red Photography

The first moving film to be taken by infra-red photography in this country was shown at the conclusion of an address on the applications of infra-red photography, given by Mr. Herbert Flower, recently, under the auspices of the Institute of Chemistry and Society of Chemical Industry (Edinburgh and East of Scotland sections). The film, made in London a few weeks ago, was taken in a darkened room. It showed a brief dramatic episode between two men playing cards, and its chief interest was the illustration it gave of how films might be taken under conditions—such as darkness or fog—which make ordinary filming impossible at present. Mr. Flower illustrated the various applications of infra-red photography to long-distance and aerial photography, the examination of fabrics and dyestuffs, clinical record work, analysis of documents, astronomy, and microscopy. When applied to portraiture some startling features were observed, particularly with regard to eyes; the dark eyes of coloured men were in every case rendered brighter, whereas the eyes of white men were darkened considerably. Various remarkable points were observed with regard to the dyes of clothes, and a number of cloths, apparently uniformly black by visible light, showed considerable differences in the infra-red photograph, many of the cloths appearing as grey. The possibilities, as yet very little developed, of the infra-red plate in clinical photography were also indicated, various slides being shown illustrating its use in the treatment of such diseases as lupus, varicose veins, and eczema. As shown by a

number of portraits, purely superfluous skin conditions were not portrayed by the infra-red photograph. By means of photomicroscopy, it had also proved of great value in examining the effects of asbestosis and other conditions. In agriculture infra-red photography had been of great assistance in the discovery of virus spots on potato leaves, at an early stage, when these spots were invisible to the eye. Infra-red photography had also found widespread applications in the deciphering of old documents, defaced either by over-writing or by the ravages of time, and in the photography of stars through the luminous nebula which masked them from ordinary sensitised material.

### Brevities

Competition for shipping orders has become very keen among city firms which contract for such work.

Mr. J. Davidson, chemist and druggist, has been elected treasurer of the Coatbridge Merchants' Association.

A story is going the rounds that a Scottish chemist refuses to transact business with any traveller who does not spend a minimum of 1s. in his pharmacy. This is not an Aberdeen story.

"Chemical curiosities of to-day are often the industrial commonplaces of to-morrow," said Professor F. J. Wilson, addressing a joint meeting of the Glasgow sections of the Society of Chemical Industry and the Institute of Chemistry in the Royal Technical College, Glasgow, recently.

At the twenty-second annual general meeting of the Chemists' Friendly Society, held in Glasgow on January 25, the annual report and accounts were unanimously adopted. In the course of his remarks the chairman (Mr. John Weir) referred to the increasing number of employees who had been joining the Society recently, and to the likelihood that the number would further increase when the result of the 1932 quinquennial valuation of the Society's experience was made known. Mr. David L. Dewar was elected president in succession to Mr. John Weir, whose period of office had expired, and Mr. John B. McVitie was elected a trustee in succession to the late Mr. William Greig.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

### Tuesday, February 6

South-Eastern (London) Associations, Meeting.

### Wednesday, February 7

Birkenhead and Wirral Pharmacists' Association, Woodside Hotel, at 8.30 p.m. Mr. S. G. Stearn (a member of the N.P.U. Executive) on "Some N.P.U. Matters."

West Middlesex Chemists' Association, Café Royal, Regent Street, London, W.1. Coming-of-age dinner and dance. Reception, 6.30 p.m. Tickets, 12s. 6d. each.

Pharmaceutical Society of Great Britain, 16 Bloomsbury Square, London, W.C.1, at 11 a.m. Council meeting.

### Thursday, February 8

Guild of Public Pharmacists, Liverpool Branch, Royal Institution, at 7.30 p.m. Mr. W. H. Topham, B.Sc., on "Vitamins."

Pharmaceutical Society of Great Britain, College of Pharmacy, Trocadero Restaurant, London, W.1, at 6.30. Students' Association annual dinner. Tickets, 10s. 6d. each. Evening dress optional.

Pharmaceutical Society of Great Britain, Harrow and District Branch, Gayton Rooms, Station Road, Harrow, at 8.45 p.m. Annual meeting. Discussion on practical training in shops.

### Friday, February 9

Edinburgh Chemists' Assistants' and Apprentices' Association, 36 York Place, at 8 p.m. Mr. F. J. Jackson, Ph.C., on "Physics in Pharmacy."

South-West London Chemists' Association, Stanley's Restaurant, Lavender Hill, London, S.W.11, at 8.30 p.m. Mr. G. A. Mallinson (secretary of the N.P.U.) on "How the N.P.U. Assists the Man in Business."

# Insurance Act Dispensing

## Manchester Testing House Report

The latest annual report of the Manchester Testing House, issued under the auspices of the Manchester Chamber of Commerce, includes details of the examination of surgical dressings for National Health Insurance purposes during the year 1933. In addition two tables of results obtained are given, the first of which is as follows:—

Period August-July	Total Dressings received	Deficient in Quality		Deficient in Quantity*	
		No.	%	No.	%
1925-26† ... ..	689	224	32.5	62	9.0
1926-27† ... ..	762	155	20.3	48	6.3
1927-28† ... ..	852	161	19.0	48	6.0
1928-29 ... ..	1,119	170	15.2	61	5.5
1929-30 ... ..	1,029	118	11.5	45	4.3
1930-31 ... ..	1,122	129	11.5	31	2.8
1931-32 ... ..	1,029	71	6.9	23	2.2
1932-33 ... ..	1,054	46	4.4	26	2.5

\* A tolerance of 5 per cent. was allowed before recording a sample as deficient in quantity.

† England and Wales only.

The other table analyses the differences between deficiencies recorded in dressings in original packets and dressings served from broken bulk. These differences indicate that deficiencies are of more frequent occurrence in "loose" dressings than in dressings supplied as sent out by the makers.

## Local Reports

**London.**—At a recent meeting of the London Pharmaceutical Committee, Mr. A. J. Wing in the chair, reference was made to the death of Mr. John Humphrey, a past-chairman of the Committee. A vote of condolence and sympathy with the relatives was passed in silence. The secretary reported, *inter alia*, that for the months of July and August 1933 the margin of error in the pricing of prescriptions was +0.01 and -0.01 per cent. respectively; particulars of complaints regarding certain irregularities in the dispensing service, also a case of interference with the insured person's right to free choice of chemist by a doctor. The Committee approved the action taken by the secretary in each case. The Chemists' Service Subcommittee reported particulars of twelve cases dealt with under the testing scheme for the months of November and December, concerning which seven chemists were cautioned and five censured.

**North-East Midlands.**—The annual meeting of the Joint Committee of the North-East Midland Prescription Bureau was held at Sheffield recently. The report of the Executive Subcommittee on the work of the Bureau for 1933 showed that the number of prescriptions admitted for pricing and payment was 4,192,922, an increase of 6.6 per cent. over the previous year's total of 3,932,057. The priced value of the prescriptions was £138,229 1s. 7d., and the number of accounts in which they were invoiced and certified for payment was 10,938. A statement of the real allocation of the prescriptions was given, and various data and statistics were submitted.

# Topical Reflections

By Xrayser

## The Visit

of the Council of the Pharmaceutical Society of Northern Ireland to Londonderry (*C. & D.*, January 27, p. 92) was a departure from the normal which was evidently appreciated by the members themselves as well as by the local chemists. Although the meeting was primarily arranged to give the newly elected president, happily just recovered from a serious illness, an opportunity of being invested with the insignia of his office, it is to be hoped that the precedent established will be followed by others of a similar kind. The Council of the British Society might well meet occasionally in cities other than London. Such visits would give local pharmacists an opportunity of meeting the Council and discussing matters of mutual interest in a way that is hardly possible otherwise. I gather that the apprentice question is acute in Ulster as in Great Britain; but I note with satisfaction that in the report of the Education Committee the examiner in business methods (Part I) reported that twenty-six candidates had passed out of thirty-two. Such a subject as business methods might well be incorporated in one or more of the examinations of the Pharmaceutical Society of Great Britain; it could, for instance, be added to forensic pharmacy and form part of a subject including both.

## "Those Coming Benefits"

if one may judge from the expectations of the writers of the comments in recent issues of the *C. & D.*, are not likely to materialise in the direction of much good to the pharmacist. "Floreat Justitia" stresses the fact that although a pharmacist cannot own and carry on a drug store under unqualified management anyone else can; presumably, if such a store does not sell any of the poisons contained in the official list, it

will be free from all inspection, apart from that under the Food and Drugs (Adulteration) Act and a few others. "Thistle" gives it as his opinion that the rank and file have sold their birthright for "a mess of pottage." "Tasli" remarks that nobody knows what is going to happen till it does. "A Scot" draws attention to the extra work which may devolve upon the pharmacist in registering the sale of new Part I poisons, while there is no provision at present indicated for making traders who will be licensed to sell Part II poisons register them in the same way. I cannot agree with him, however, that pharmacists should cut the prices of all poisons. Cutting is a double-edged tool. Mr. Frank E. S. Clarke, while finding little of present good in the Act, hopes that the National Pharmaceutical Union will, by concerted action, promote a Bill for the protection of pharmacy. "Six Midland Pharmacists" make quite a good point in suggesting that "representative" shall be substituted for "inspector."

## The Evening Meeting

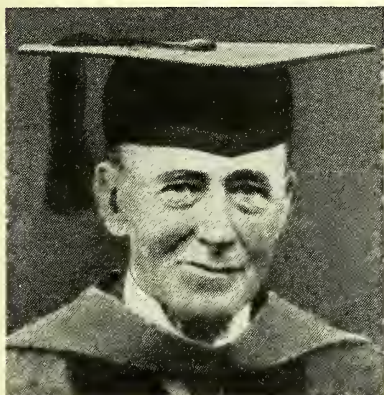
of the North British Branch of the Pharmaceutical Society on January 19 (p. 102) was of special interest because of the practical paper upon the British Pharmacopœia, 1932. The new B.P. will be less the counter companion of the pharmacist than the book of reference. He cannot make a great number of the preparations contained in it with the usual apparatus to be found in the pharmacy, and the tests can, except in rare cases, only be done in a well-equipped analytical laboratory. As pointed out by Mr. Dott, the metric system of dosage, given as an alternative in the 1932 Pharmacopœia, is rarely used by medical men in this country; it is likely that the old apothecaries' system of weights and measures will be used in prescribing and dispensing for some time yet.

# New Councillors for the Pharmaceutical Society

IT was announced on January 31 that the Privy Council, in pursuance of the Pharmacy and Poisons Act, 1933, have nominated Sir Humphry D. Rolleston, Bt., G.C.V.O., K.C.B., Sir Malcolm Delevingne, K.C.B., K.C.V.O., and Mr. James Andrew Gunn, M.D., D.Sc., F.R.C.P. (Professor of Pharmacology, University of Oxford), additional members of the Council of the Pharmaceutical Society of Great Britain. We have pleasure in giving brief biographical notes of each of the new councillors.

SIR HUMPHRY ROLLESTON, Bt., G.C.V.O., K.C.B., M.A., M.D., is a great-nephew of Sir Humphry Davy.

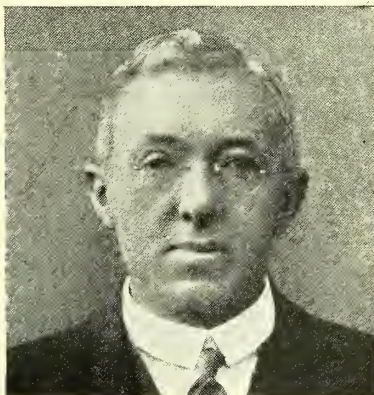
SIR MALCOLM DELEVINGNE, K.C.V.O., K.C.B., was born (according to "Who's Who") on October 11, 1868, and was educated at the City of London School and at Trinity College, Oxford, graduating in 1892. In the following year he entered the Home Office, where he remained until his retirement last year. Sir Malcolm has been a British delegate at international conferences on various subjects at Berne, Washington and Geneva. Of late years, as Permanent Deputy-Under-Secretary in the Home Office, he has been closely identified with the administration of the Dangerous Drugs Acts in this country. In 1931 he was the delegate for Great Britain, Northern Ireland and all parts of the British Empire not separate members of the League of Nations at the Geneva



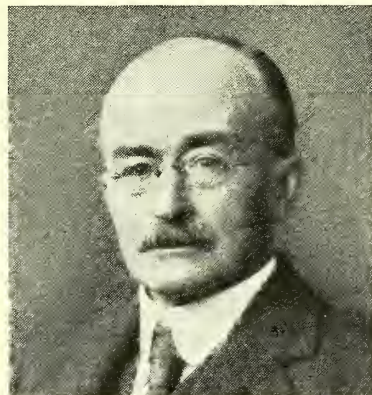
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SIR HUMPHRY ROLLESTON, Bt.



PROFESSOR J. A. GUNN



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[P. P. Bureau

SIR MALCOLM DELEVINGNE

He was educated at Marlborough and at St. John's College, Cambridge, receiving his medical training at St. Bartholomew's Hospital. He graduated M.B., B.Ch., at Cambridge in 1888, and took his doctorate three years later. Sir Humphry was joint editor of the second edition of Allbutt's "System of Medicine," which was issued in several volumes during the early years of the present century. During the war he was Consultant Physician to the Navy. He was president of the Royal Society of Medicine in 1918-20, and of the Royal College of Physicians in 1922-26. Sir Humphry became Regius Professor of Physics in the University of Cambridge in 1925. Numerous academic distinctions have been accorded to him, and in addition to his share in the monumental edition of "Allbutt" he has found time to write several textbooks and monographs.

PROFESSOR JAMES ANDREW GUNN, M.A., M.D., D.Sc., was born at Kirkwall, and was educated at Kirkwall School and Edinburgh University. He graduated M.B., Ch.B., in 1905 with first-class honours; further distinctions were won by him in medicine and science in taking the higher degree in each. From 1905 to 1911 he was engaged in the Department of Pharmacology of Edinburgh University. In 1912 he was appointed Reader in Pharmacology in the University of Oxford, and five years later he became the Professor of Pharmacology. Last year he was appointed a member of the Pharmacopœia Commission. Professor Gunn has been an examiner for several English and Scottish universities, and has contributed monographs to the Transactions and Proceedings of the Royal Societies of London and Edinburgh, as well as to scientific journals.

Conference for the Limitation of the Manufacture of Narcotic Drugs.

HEAVY HYDROGEN.—"If a name is wanted, as recently reported in your columns, for heavy hydrogen, why not Barygen? With oxygen derived from *δύς*, we might well form Barygen from *βαρύς* (heavy), and the two terms would in a way balance one another."—A correspondent of "The Times."

CONDITIONS IN SOUTHERN AUSTRALIA.—We have received from a subscriber (30/12) a letter addressed to him from Mr. J. A. Walker of Melbourne, from which we have extracted the following passages as being of general interest:—"Australia by the newspapers is supposed to be making a remarkable recovery; but how, one hardly knows. A big loan just floated and another in the near future . . . As long as they pay 10 per cent. it looks well, but if assets were suddenly to be sold, what then? . . . The 'chain-store menace' has now got a stranglehold of all our quick-selling lines, leaving us the duds, almost; and as the manufacturers are forced to deal direct with them, the wholesale drug business is very sick. The chemist, if he cannot rely on a dispensing business, is in for hard times. These people offer such attraction to the spasmodic buyer, and the women are easily led. We are unable to compete with this; and now we are having the place flooded with Japanese goods that we must take in return for their buying our wool. The new B.P. is causing extra worry. It is difficult to understand what to do. Most doctors are unaware of any change, and it will take years for the new students that are coming on to settle it. It appears to be more and more a manufacturers' blessing."

## Legal Reports

**Action Settled in Court.**—In the Chancery Division of the High Court, London, on January 31, Morny, Ltd., perfumers, New Burlington Street, W.1, sued their late chairman and managing director, Mr. Walter Manville Hales, for the return of various sum alleged to have been drawn by him from the funds of the company, damages for alleged negligence and breach of trust, and a declaration that the company was entitled to a first charge on 8,000 shares in the company held by the defendant. For the defence it was stated that the sums referred to were received with the full knowledge of the company and that the defendant had acted honestly. Mr. Archer, K.C., for the plaintiffs, said the company did exceedingly well under the defendant's guidance. He had a salary of £2,500, with 10 per cent. of the profits, but he got "too big," and the directors decided that he must go. After Mr. Hales had defended his actions in the witness-box, the parties arrived at a settlement under which judgment was entered for the plaintiffs for £1,750, the defendant waived his claim to dividend, and it was declared that the company was entitled to a lien on the defendants' shares in respect of the amount of the judgment and costs.

## New Companies and Company News

**P.C. means Private Company and R.O. Registered Office**

**CONNAUGHT PHARMACY, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of chemists and druggists, etc. R.O.: 6 Ladysmith Road, Enfield.

**H. M. EDWARDS (CHEMISTS), LTD. (P.C.).**—Capital £300. Objects: To carry on the business of chemists, druggists, opticians, etc. R.O.: The Pharmacy, High Street, Billingshurst, Sussex.

**CLYDE VALLEY CHEMICAL COMPANY, LTD. (P.C.).**—Registered in Edinburgh. Capital £500. Objects: To carry on the business of chemists, general merchants, etc. R.O.: 79 West Regent Street, Glasgow.

**CLEENEZE PRODUCTS, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of manufacturers and dealers in all kinds of toilet articles, soaps, cleaning preparations, and to acquire the trade mark B445,941. R.O.: Battens Yard, High Street, Peckham, S.E.15.

**AMORCE MANUFACTURING COMPANY, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of manufacturers and distributors of explosives, chemicals, and metals, chemists, druggists, etc. R.O.: Boundary Road, Turnford, Hoddesdon, Herts.

**AGFA PHOTO, LTD. (P.C.).**—Capital £10,000. Objects: To acquire the business now carried on by Continental Photographic Importers, Ltd. (formerly Agfa, Ltd.), and to carry on the business of manufacturers, importers and exporters of and wholesale and retail dealers in and agents for photographic materials, apparatus and instruments, cameras, and chemicals, and in particular for the sale of goods and products manufactured under or known by the name of "Agfa."

**TIMOTHY WHITES, LTD.**—Dividend warrants for half-year ended January 31, 1934, on the 7½ per cent. cumulative preferred ordinary shares were despatched on that date.

**HOOPER STRUVE & Co., LTD.**—Profits for 1933 were £2,825, which, with £631 brought forward and £228 income tax, makes a total of £3,684. Dividend of 5 per cent., less tax, on preference shares absorbs £2,500 and £500 is put to reserve, leaving balance of £684 carried forward. For 1932 there was a net loss of £784.

## Bankruptcy Reports

**Re Robert Henry Hyslop,** Brighton Road, Birkdale, Southport, chemist and druggist. An application for discharge in bankruptcy was granted by Judge Dowdall, K.C., at the Liverpool County Court, recently, subject to a suspension of three months. The Assistant Official Receiver stated that the Receiving Order was made on November 27, 1930, on debtor's own petition. Liabilities were £257 and the scheduled assets realised £7. No dividend had been paid to the unsecured creditors.

**Re Evan Ffoulkes Jones and Douglas George Fowles,** trading in co-partnership as the JEUVAN MANUFACTURING COMPANY, 9 Millicent Street, Cardiff, manufacturing chemists. The first meeting of creditors was held recently at Cardiff, when a statement of affairs was submitted showing liabilities of £1,809, with a deficiency of £1,739. Debtors attributed their failure to lack of capital and consequent inability to purchase certain essential materials for executing orders in hand, bad debts, law costs on judgments, selling goods at cost with a view to obtaining further and profitable business, and basing profits on a large turnover. The matter was left in the hands of the Official Receiver, as trustee.

## Private Arrangement

**Savage & Son (London) Ltd.,** 146 Bishopsgate, London, E.C., exporters of chemicals, etc. A meeting of the creditors was held recently at the offices of Messrs. Batty & Co., I.A., London, E.C. No statement of affairs was presented, but it was reported that the liabilities amounted to £1,131, of which £659 was due to the trade; there were South African debts amounting to £63; sundry foreign accounts for £4, and two cash creditors for £254 and £118 respectively. The assets consisted of good book debts, £57; sundry foreign debts, £230 15s. 4d., part of which were good, and a small amount of furniture. It was explained that Mr. A. Savage had recently died, and that the business in the past had been fairly successful. It was suggested that the creditors should allow the company to be carried on, and it was hoped that their claims would be gradually paid off. The company was formed in December, 1923, with a nominal capital of £2,000, of which £1,342 had been issued. According to accounts prepared, it appeared that for the year to June, 1930, there was a loss of £446; in the next year a loss of £318; in the following year the loss was £364, and for the year to June, 1933, there had been a further loss of £241. A resolution was passed that the directors of the company should be allowed seven days to bring forward an offer of composition satisfactory to a committee of inspection, failing which steps should be taken to place the company into voluntary liquidation.

## Business Changes

**MR. EDWIN A. BROADBURN,** chemist and druggist, has opened a business at 14 St. Peter's Avenue, Cleethorpes.

**MISS MARY HAWES,** chemist and druggist, has opened a business at Cowley, Oxford.

**MR. B. ELLIOTT,** 36 Charles Street, Portsmouth, has closed the business known as Elliott's Pharmacy.

**MR. F. C. DAVISON,** chemist and druggist, has purchased the business of the late Mr. J. F. Cree, chemist and druggist, Kingsway, East Kirby, Notts.

**BOOTS, LTD.,** have acquired the business of Mr. Alexander Scott, chemist and druggist, Main Street, Callander, and the business of Smith & Govan, chemists, St. Andrews.

**MR. H. E. NOBLE,** chemist and druggist, has given up his business in Midgate, Peterborough, and has gone into retirement. The business is being taken over by Mr. G. T. Smith, chemist and druggist, the Broadway Pharmacy, Peterborough.

# The Interpretation of a Sign

IN Bow County Court, London, on January 26, the Council of the Pharmaceutical Society of Great Britain sued M. Gould, grocer, Romford Road, Forest Gate, to recover a penalty of £5. In the statement of claim the Society said that the defendant took, used and exhibited the title "chemist," contrary to Section 15 of the Pharmacy Act, 1868, the said title appearing on a sign outside the shop.

## CASE FOR THE PHARMACEUTICAL SOCIETY

Mr. Quarrell, who appeared for the Society, said the essence of the action was that the plaintiffs were claiming a fixed penalty for the offence committed by the defendant. Judge Thompson (to the defendant): Do you admit using the word "chemist"? The Defendant: It is only a lock-up shop, and I do not admit using the word "chemist" or the sign. Miss Margaret Dick, an inspector of the Society, gave evidence of visiting the defendant's shop. She saw there a sign with the word "chemist" on it. She took a drawing of it, which she produced. There was no name over the shop. On the fascia of the shop were the words "Forest Gate Chemists' Sundries and Drugs." She went into the shop where she found a girl, and asked for a bottle of Dr. Collis Browne's Chlorodyne. The girl said she was not allowed to sell it; it could only be sold by a chemist, and Mr. Gould was not a chemist. She looked round for a certificate that the owner was a chemist, but there was no such certificate. The sign she had been referring to was a bold one, and could be illuminated at night. Judge Thompson asked the defendant if he desired to ask any questions, and he said he did not. Mr. Quarrell then read the section referred to, and said there was a reference to the recovering of the penalty, which was under Section 12 of the Pharmacy Act, 1852. Judge Thompson: If the defendant has put up the word "chemist" inadvertently do you want him to pay the full penalty? Mr. Quarrell: It is a fixed penalty. Judge Thompson: Has it been held to be a fixed penalty? Mr. Quarrell: Yes, it has been held to be a fixed penalty in the Irish Courts, but not in England. Judge Thompson: I am rather interested in that, and I should like to see the Irish decisions. It seems to me that there must be a grading of the penalty, anyway. A £5 offence cannot be £5 on every occasion, surely. Is it invariably followed? Mr. Quarrell: It is invariably followed, and has been in hundreds of places throughout the country. Judge Thompson: Well, I suppose it has been followed. As a matter of fact I followed it myself, but I must say I am registering a doubt in my mind as to whether you are entitled to have the full penalty in such a case as this when no serious offence has been committed.

## CASE FOR THE DEFENDANT

The defendant, giving evidence, said that he took the shop, a lock-up one, and there was a sign with electrical fittings. It was structurally built into the shop. It was not his sign, it was the landlord's, and therefore he could not remove it, but he wrote to the landlord about it at once. In his opinion it would take a couple of workmen to remove the sign. There was an electric meter to the sign for illuminating it at night, but he had that removed before he took the lock-up shop. Formerly the shop had been run by a chemist, and when he took over the premises he removed two of these chemists' signs, so that there should be no doubt that he was not a chemist. He was now selling grocery, toys, and a few proprietary articles. In cross-examination, he said the sign was there when he took the shop, and was not under his control. After the complaint from the Pharmaceutical Society he had the words on the sign blackened out, and he risked an action for trespass against himself, as the sign was not his. Mr. Quarrell: I suggest that your action proves that the sign was under your control.—No, my friend advised me that that was the best thing that I could do, and said that if the company who owned the sign came along I could have the black taken off. In answer to further questions,

he said he had heard the witness say that on the fascia of the shop there was "Forest Gate Chemists' Sundries"; he disputed this, and said it had over the fascia "Forest Gate Drug and Toilet Requisites," and in very small letters underneath "Chemists' Sundries, and Ladies' and Gentlemen's Toilet Requisites." Judge Thompson (to Mr. Quarrell): How can you say that he was "taking, using or exhibiting" when he had no control over the sign and within one hour of the question being raised by the Pharmaceutical Society he had it all blackened out? Don't you think it is a little hard to summon him? A little inquiry and they would have known that he was not attempting to use the sign willfully. When he took the shop over he found the sign there, and immediately took steps to have it removed. I think the Pharmaceutical Society would have been wiser not to have taken out this summons. Mr. Quarrell: I ask you to say that he was exhibiting, and there was a sign over his shop. Judge Thompson: That does not follow at all. Supposing a person living above lets down a sign and exhibits it, how can he be held to be liable? You see, it is a criminal offence, and you have to be careful how you convict a man for a criminal offence. What has he really done? Has he "taken, used or exhibited" this sign? Mr. Quarrell: I say that he used it and exhibited it. Judge Thompson: It won't do. Anyway, it is trumpery offence, as within an hour he had blackened it out, after being told about it. To summon him after that seems to me ridiculous. I gather from what you tell me that the question as to the infliction of the full penalty, and the full penalty only, had been tried out in the Irish courts, but there has been no decision in the English courts with regard to it. Mr. Quarrell, No, your Honour, there has never been a decision in an English court, but always the full penalty has been inflicted.

## JUDGMENT FOR THE DEFENDANT

Judge Thompson: Then I think it is about time that this Irish courts decision had been tested, as it seems to me that the full penalty, as in such a case as this, is not right. In any case, this is a trumpery case, and I shall dismiss the summons, with costs. Mr. Quarrell said he wished to draw attention to the "Chemists' Sundries." Judge Thompson: That is subsidiary to the "chemist," and he was not using the sign. That is not advertising that he is a chemist. It simply said that he sold chemists' sundries, which is far different from being a chemist. Mr. Quarrell: I submit that the use of "Forest Gate" with "Chemists' Sundries" after was equivalent to a chemist. Judge Thompson: Don't you see I have to look at it carefully when the Act is against the defendant putting up the word or words "chemist" or "chemist and druggist"? To say that he sells chemists' sundries does not imply that he is a chemist. Mr. Quarrell: I say it conveys to most people in this area, who know nothing about the legal side of the matter, that this man is a chemist. Judge Thompson: I cannot agree with you. The defendant is committing no offence that is hurting anybody, and I am very surprised that the Pharmaceutical Society, a very useful and eminent society, should have bothered to take out a summons. To say that he had "taken, used or exhibited" the name "chemist" is rather farcical. "Chemist" was on a certain sign outside a lock-up shop, and he had no right or access to it. It is described as having an electrical device attached to it by which it could be lighted at night. This he had disconnected. He has never used it as a sign himself. Within an hour of having received a complaint as to it he blackened it out. I should have thought that under the circumstances the Pharmaceutical Society need not have taken out a summons. Then it is said that he infringed the Act by having a sign, or having a sign under which was in very small letters "Chemists' Sundries." I hold that he has never "taken, used or exhibited" the sign contrary to the Act, and I therefore dismiss this summons, with costs.

# National Pharmaceutical Association Meetings

## Union

### Executive Meetings

MEETINGS of the Executives of the National Pharmaceutical Union and Chemists' Defence Association were held at 4 and 5 Queen Square, London, W.C.1, on January 23, Mr. P. F. Rowsell in the chair.

#### PUBLICITY ASSOCIATION

The secretary reported that the branches had been asked to arrange for a canvass being made of those members in their area who had not yet joined the Publicity Association, but there had not yet been time for the results of the canvass to be estimated.

#### SUPPLIES TO DRUG STORES AND UNQUALIFIED PERSONS

A resolution was received from the Anglesey, N. Carnarvonshire and Colwyn Bay Branch suggesting that all accounts should be closed at once with those firms which supply or fit up drug stores carried on by unqualified persons or which supply drugs, surgical appliances, or do any form of business with unqualified persons. The Executive referred this matter to the recently formed Joint Committee of Wholesalers and Retailers for early consideration. A resolution from the London County Association suggesting that a list should be compiled of those wholesalers and manufacturers who supplied pharmacists only was also referred to this Joint Committee.

#### GIFT SCHEMES

The South-West London Branch submitted a resolution suggesting the cessation of all gift schemes. The Executive were in agreement with this resolution, and also another from this Branch to the effect that it was desirable in the interests of the future of pharmacy that more young men should take an active interest in pharmaceutical affairs and advocating all speakers for the Union, when paying visits throughout the country, to urge the younger men to take a more active interest in pharmaceutical affairs.

#### HOMŒOPATHIC PREPARATIONS

The Executive considered a letter from the Ministry of Health suggesting an improved basis of calculating the prices for homœopathic preparations. The Executive approved the Ministry's suggestions.

#### C.D.A. Matters

The secretary reported that there were six cases outstanding since the last meeting, but one of them might be considered closed, and two had been settled as follows:—Injuries caused by cycling errand-boy; claim settled by payment of £6.45. Damage to cycle caused by cycling errand-boy; claim settled by payment of £2 16s. Fourteen new cases had arisen since the last meeting of the directors, of which ten had been settled as follows:—Lost camera; claim settled by payment of 8s. 4d. Damage to clothing caused by medicine bottle exploding; claim settled by payment of 7s. Accumulator damaged by acid of wrong s.g.; claim settled by payment of 9s. 4d. Personal injuries and damage to clothing caused by bottle of nitric acid exploding; claim settled by payment of £44 9s. Injury to eyes caused by wrong lotion supplied; claim settled by payment of £1 4s. 6d. Negatives spoiled by sodium sulphate supplied for sodium sulphide; claim settled by payment of £2 10s. Accumulator damaged on member's premises; claim settled by payment of 10s. Damage to car caused by cycling errand-boy (two cases); claims settled by payments of £3 14s. and 12s. 6d. respectively. Damage to bicycle caused by cycling errand-boy; claim settled by payment of 11s.

The secretary reported that five members had been defended; legal advice had been given upon a large variety of subjects, and thirty-two analyses had been undertaken under the "free" arrangement.

**Birmingham.**—The gift selected for presentation to Mr. H. Berry, B.Sc., A.I.C., Ph.C., in recognition of his services to pharmacy in Birmingham, took the form of a silver tea service inscribed as follows: "Presented to Mr. and Mrs. Berry by the members of the Birmingham Pharmaceutical Association, January, 1934." The presentation was made by the president of the Association (Mr. Maurice Smith), on January 24, at the conclusion of a whist drive. Mr. Smith spoke of Mr. Berry's many activities in Birmingham during the last fourteen years, including work at the Technical College, the establishment of the Department of Pharmacy, and the presidency of the Association. Mr. Mann also rose to express his high appreciation of the many services rendered by Mr. and Mrs. Berry. In reply, Mr. Berry said he wished for his own part and on behalf of his wife to express sincere thanks for the gift, and stated that it would be a very great wrench to them to leave their large circle of friends in Birmingham. He felt it was a very great honour indeed to have been elected president of the Association, and the term of office proved of very great enjoyment both to him and his wife. Mrs. Berry also acknowledged the gift. The whist prizes were won by the following:—Miss Hooten, Mrs. Jenson, Mrs. J. P. Atkinson and Miss Saunders; Messrs. Jenson, Collis, Holding and Thomas.

**Chesterfield.**—The second meeting of the present session of the Chesterfield and District Chemists' Association was held on January 18, Mr. S. C. Greaves (president) in the chair. After the business there followed an interesting address by Mr. H. G. Toy (Derby). The address covered a wide range of pharmaceutical matters, and was thoroughly enjoyed by all present. The meeting closed with a hearty vote of thanks to Mr. Toy, proposed by the president.

**Eastbourne.**—A meeting of the Eastbourne Pharmacists' Association was held on January 9, Mr. H. C. Browne in the chair. There was a good attendance. The result of the P.A.T.A. Council Election was discussed, and the point was raised that it was advisable to have candidates who were in favour of a fair margin of profit all round.

**Hull.**—A meeting of the Hull Chemists' Association and Branch of the Pharmaceutical Society was held on January 16, to hear Mr. F. Gladstone Hines (ex-president of the Society) speak on *The Pharmacy and Poisons Act*. About sixty members were present, under the chairmanship of Mr. R. B. Sawyer. Mr. Hines prefaced his remarks with a reference to the late Mr. John Humphrey. He discussed registration and pointed out that many existing membership certificates would not fulfil the new requirements. He mentioned limitation of title, relationship between the Society and the Privy Council, the right of thirty members to demand a general meeting, and the powers of the Statutory Committee. The effects of Part II of the Act could not be foretold until the Home Secretary's Regulations had been made known. It was certain, however, that powers of inspection would be more stringently exercised to the advantage of the chemist, as it would mean stricter control outside the profession. Benefit might also be expected from the limitation in the number of dealers in Part II poisons which would follow the imposition of a fee, with liability to inspection. To conclude, Mr. Hines answered a number of questions raised by his remarks. A vote of thanks was proposed by Mr. A. G. Surfleet.

**Portsmouth.**—The Portsmouth Branch of the Photographic Dealers' Association, of which Councillor W. J. Lewis is chairman, is "getting busy" in view of the 1934 season. A joint meeting of the committee and finishers was held on January 26; as a result it is hoped that it will be possible to persuade all the approved dealers in the area of the Branch to give their finishing only to finishers who are prepared to give an undertaking to work only for approved dealers. Agreed prices for D. and P. were drawn up for submission to a meeting of approved dealers to be held early in February.

## Festivities

### Blackpool Social Evening

SOME 150 members and friends were present at the second social evening of the season arranged by the Blackpool Branch of the Pharmaceutical Society, and held on January 24, at the Clifton Hotel. Mr. J. P. Sidebottom and Mr. N. Brookes acted as M.C.s for whist and Mr. C. Cornforth for dancing, while Mrs. C. Kemp presented the prizes. During dinner, Mr. H. Hall toasted "The President," to which Mr. P. T. Ormerod replied, and Mr. H. Moorhouse proposed "The Ladies and Visitors."

### A Grimsby Function

THE annual dinner and dance of the Grimsby and District Pharmacists' Association was held at the Town Hall, Grimsby, on January 25. Some 140 guests sat down to an excellent dinner, and a further 100, including the Mayor and Mayoress of Grimsby, participated in the dance, making a record gathering for any social function undertaken by the Association. After the loyal toast the president (Mr. Gordon Lock) welcomed the visitors, and especially Mr. John Hague (Lincoln) and Dr. Hall Felton. Mr. Lock said the older men had always given of their best to pharmacy, and had laid the foundation-stone. He appealed to those present to give of their best to pharmacy. Mr. John Hague, in a breezy speech, appealed for better support for the N.P.U. publicity scheme. Dr. Hall Felton then spoke on the advancement of pharmacy during the past fifty years, and congratulated the chemists of Grimsby on making the gathering such a success. Dancing followed the dinner, and many valuable prizes were distributed. The Committee responsible for the programme were Messrs. Dewing, Whitworth, Seaton, Parker, and the president.

### Staff Functions

THE New Year party of the London staff of Burroughs Wellcome & Co. took place on January 17, at the Holborn Hall, W.C.1. An excellent and varied programme of games, competitions and dances was arranged, while at intervals well-known artists entertained the company of 400 members and friends. After a number of old-time dances the presentation of prizes for the various competitions brought an enjoyable evening to a close.

THIRTY-SEVEN members of the staff of Mr. G. W. Hales, chemist and druggist, Ipswich, gathered in the Masonic Hall on January 18, when Mr. Hales gave his annual Christmas party. The guests were welcomed by Mr. and Mrs. Hales, and the evening opened with a ping-pong tournament, organised by Messrs. Gordon and Clifford Hales. After supper followed games and competitions, and the time passed merrily until midnight. Mr. Hales said how happy he was to see them all gathered there once again, and to have the opportunity of thanking them all for their loyal co-operation during the past year. He wished also to thank his wife and sons for their help with the evening's entertainment. The company gave three hearty cheers for Mr. and Mrs. Hales.

### A Brighton Occasion

THE annual dinner and dance of the Brighton and Hove Association of Pharmacy was held at the Grand Hotel, on January 19; the company numbered over 200. The chair was taken by the president of the Association (Mr. J. E. Vickers), who was accompanied by Mrs. Vickers, and among the guests were the president of the Pharmaceutical Society (Mr. John Keall) and Mrs. Keall, Dr. J. O. Summerhayes (president of the Brighton Branch of the British Medical Association), Mr. S. E. Johnson (president of the Brighton Branch of the British Dental Association) and Mrs. Johnson. At the commencement of the reception Mrs. Vickers was presented with a bouquet by Mrs. Flatman, the wife of the assistant secretary, and a bouquet was also presented on behalf of

the Association to Mrs. Keall. Mr. F. W. Burgess was an active toastmaster. The toast of "The Pharmaceutical Society of Great Britain" was entrusted to Mr. John Plowright, who said that the pharmacist of the future would have to be a superman if the same progress of education was maintained. The qualified man or woman to-day was capable of performing pharmaceutical operations which a few years ago were hardly thought of. Mr. Plowright concluded with an appeal on behalf of the Benevolent Fund. Mr. John Keall, in reply, also appealed for assistance for the Fund, which the founders from the beginning wished to develop together with the educational side. With regard to the Pharmacy and Poisons Act, it would bring about vital changes, which would be of the greatest advantage. As to the provision in the Act for the registration of business premises, Mr. Keall assured the gathering that the visits of inspectors need not be feared; the inspectors would be registered men and members of the Society and their position would be one of help and advice. The new Act, he said, was the first stage in consolidation, and they hoped to get proper recognition of their business as a profession, with an adequate reservation of pharmacy to the pharmacist. Mr. F. W. Burgess did not fail to avail himself of the opportunity of paying gallant tribute to the ladies, as well as acknowledging the presence of many distinguished visitors. Mrs. J. E. Vickers made a witty and charming response, and Mr. Johnson suitably replied for the visitors. Mr. H. C. Browne (president of the Eastbourne Association) proposed the toast of "The Brighton and Hove Association of Pharmacy." The Association, he said, was probably one of the oldest Associations in the country. In reply, the chairman (Mr. J. E. Vickers) said the Association was proving itself to be a very active and useful body, and was doing everything possible to keep pharmacy for the pharmacist. They were endeavouring to obtain from wholesalers and manufacturers an agreement restricting supplies of a pharmaceutical nature solely to the pharmacist and to those businesses which were under pharmaceutical supervision. This movement had made tremendous strides, and it must be realised that those wholesalers and manufacturers dependent for their business from pharmacists must restrict their business to pharmacists solely if they wished to retain the support of pharmacists. He was pleased to be able to state that the number of firms who were supporting the Association in this direction was increasing monthly, and in return the Brighton and Hove pharmacists must see that they gave their support to those firms. In concluding, he said he had a very pleasant duty to perform in presenting on behalf of the members of the Association a gramophone to Mr. K. J. Padwick (past-president) as a token of appreciation of the many years of yeoman service which Mr. Padwick had rendered, having filled every office with the exception of treasurer. Mr. Padwick, in reply, said he could only express his deep feeling of appreciation. Dancing followed the dinner. The arrangements were made by a Committee composed of Messrs. H. A. Bancks, E. Beckwith, D. Foster, F. J. Flatman, J. K. Padwick and Hugh F. Foster (as secretary). The M.C.s were Messrs. Bancks, Beckwith, Foster and E. A. Proctor.

AS OTHERS SEE US.—"One must remember that the chemist of to-day is not merely a dispenser of drugs and chemicals, but also sells a host of commodities quite foreign to his original trade, and being, moreover, a keen business man, is open to consider anything which will show a reasonable profit to him, but which shall not, however, lower the dignity and prestige of his profession."—*The Mineral Water Trade Review.*"

CONSTITUENTS OF GOLDEN SYRUP.—Dr. Robert Hutchinson and Professor V. H. Mottram have written to "The British Medical Journal" (3804, 1956) pointing out that in the seventh edition of "Food and the Principles of Dietetics" the content of golden syrup in dextrose (as opposed to levulose) is not shown. The correct analysis is:—Sucrose, 33.6 per cent.; dextrose, 24.4 per cent.; levulose, 23.0 per cent.; organic matter (not sugar), 1.2 per cent.; mineral matter, 1.3 per cent.; water, 16.4 per cent.

# Trade Notes

**CHINA TEA.**—Kemsales, Ltd., 20 Eastcheap, London, E.C.3, are offering for sale by chemists a pure China tea under the name of Cho-Zen. Particulars as to sizes and prices will be sent on request.

**MECCA PASTILLES** are a speciality of Robert Gibson & Sons, Ltd., Hulme, Manchester, and are stated to be a highly efficacious remedy for coughs, colds, and nasal catarrh, as they



contain soothing oils in a liquorice and gum basis. The illustration here shows the tins of pastilles in a display outer, with a portion of an attention-compelling window strip in the background.

**ALMATA FOOD.**—Keen, Robinson & Co., Ltd., Carrow Works, Norwich, announce that after April 30 the packing of 1 lb. and  $\frac{1}{2}$  lb. tins of Almata will be discontinued, and replaced by one size of 12 oz. The new package will be on the P.A.T.A. list. It will be seen that there are three months in which to dispose of present stock, and in order to assist sales Messrs. Keen, Robinson invite chemists to send in the coupon appearing elsewhere in this issue when a supply of display material and booklets will be dispatched to them.

**AVA, LTD.,** 9 Park Hill, Clapham, London, S.W.4, who placed a soapless shampoo on the market in June of last year, inform us that the reports they have received regarding it have been so satisfactory that they are about to commence a national advertising campaign. The

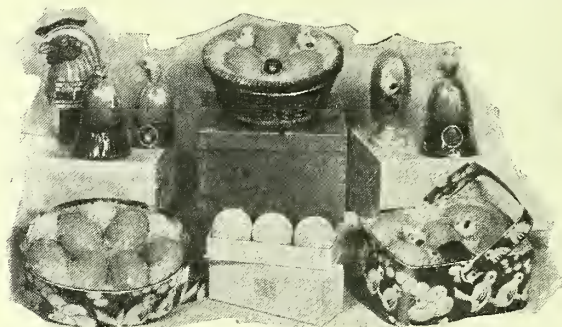


absence of soap and alkali should make a strong appeal to the public, while the ease with which the shampooing is performed and the result obtained is most pleasing. The attractive design on the packets and on the show-cards will be appreciated from the above illustration.

**IRADIUM DE DIXOR**, a skin tonic, is advertised in this issue by Dixor, Ltd., Danemere Street, London, S.W.15.

**MINORA** safety razor blades are the subject of a bonus offer, particulars of which will be found in the advertisement of Moorgate Blade Co., Ltd., 120 Moorgate, London, E.C.2.

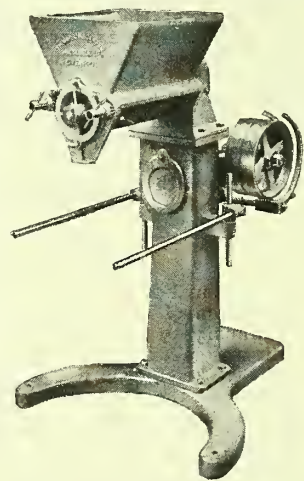
**EASTER GIFTS.**—Vinolia, Ltd., Bebington, Cheshire, are again offering a range of attractive soap novelties for Easter trade, and a number of these lines are shown in the illustration below. There is an excellent selection to choose from, and among those to which attention may be



directed are the hen egg and cosy, the hen egg with the chick in a coloured cup, a novelty gift basket containing hen eggs and the golf balls, the last-named being packed in a white leatherette box. The Premier eggs and the duck eggs are made from the standard Premier Vinolia soap.

**GIBBS JIG-SAW PUZZLE.**—D. & W. Gibbs, Ltd., Wapping, London, E.1, ask us to explain to our readers that owing to the unprecedented success of their jig-saw puzzle offer their suppliers have found it impossible to keep pace with the demand, and Messrs. Gibbs therefore have had to postpone the insertion of their full-page advertisement in the "Daily Mail" until February 22. All requests from the trade for the Gibbs jig-saw puzzles are being executed in strict rotation, but until the despatch of puzzles to chemists has caught up with demand Messrs. Gibbs are naturally unwilling further to stimulate inquiries from the public by advertising the puzzles in the lay press.

**A GRANULATING MACHINE.**—Thompson & Capper Wholesale, Ltd., College Lane, Liverpool, 1, have sent us particulars of their new model Stokes M a n e s t y oscillating granulator. This machine quickly rubs the damp material through a wire screen and produces granules of great uniformity as required for effervescing salts and for tablet making. The screens (three are provided with each granulator) can easily be changed to suit the material and size of granules required. The specification includes:—Height, 4 ft. 2 in.; floor space, 40 in. by 32 in.; power required, 1 h.p.; weight, 440 lb. net.



A NEW edition of their booklet entitled "Rapid Testing by Fluorescence" has been issued by the British Hanovia Quartz Lamp Co., Ltd., Slough, and a copy of it will be sent post free on application.



ANZORA PERFUMERY CO., LTD., Willesden Lane, London, N.W.6, are taking the front page of the "Daily Mail" on March 8 in order to advertise their range of hair preparations. Chemists will also be interested in the bonus offer which is available during February.

EVANS SONS LESCHER & WEBB, LTD., 56 Hanover Street, Liverpool, have recently placed on the market under the brand name of Neurette headache powders



packed in cartons as shown in the accompanying illustration. Each carton contains ten powders. The company is also supplying Cold and Flu Powders packed in a similar style.

TOILET ROLLS.—Stuart Woolf & Fleming, Ltd., 47 Gresham Street, London, E.C.2, are the distributors of the Samaritan toilet rolls, a product of the St. Andrew Paper Mills, Walthamstow, E., which sells at a remarkably low price. Toilet rolls are one of the lines in which this mill specialises and actually manufactures its own paper from the raw pulp.

PHOTOGRAPHIC BUSINESS.—The Eagle Photographic Service, Cricklade Street, Swindon, are running a special line of enlargements during the slack season. Details and specimens will be sent on application.



CONDY'S FLUID. — This well-known proprietary, of which the distributors are Pharmaceutical Products, Ltd., Standard Works, Lawrence Road, Tottenham, London, N.15, is now being marketed in a modern style of packing and is to be strongly backed by national advertising. Bonus terms are being offered and a series of four showcards (printed in colours) illustrating the various uses of "Condy," together with illustrated literature, is available.

EFFALKA is the name of an antacid placed on the market by Harwoods (Chemists), Ltd., Rickmansworth Road, Watford.

P.A.T.A. LINES.—The Lincoln & Midland Counties Drug Co., Ltd., Park Street, Lincoln, draw the attention of chemists to the fact that the prices of Clarkes brand Blood Mixture and its allied preparations are protected under the P.A.T.A. scheme.

## Gazette

### Bankruptcy Acts

#### RECEIVING ORDER AND ADJUDICATION

MILES, EUSTACE H., 10 Ridgmount Gardens, London, W.C.1, lately trading as Pure Extracts Company and Soyvita Company, at 29 Broadwater Road, Welwyn Garden City, Herts, health expert.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1934, p. 304.

(From "The Trade Marks Journal," January 17, 1934.)

- "BROM-NERVACIT" on label design incorporating triangle, letters "AHW," etc. ("AHW" disclaimed); for medicines containing bromine for nervous complaints (3). By O. A. Magnus, 47 Crogsland Road, Chalk Farm Road, London, N.W.1. 543,781.
- "NER-VIX" ; for medicinal chemicals (3). By Ner-Vix, Ltd., 41 Wentworth Avenue, Bournemouth. 545,248.
- "YEASLIM" under emblematic figure of a man; for a tonic containing yeast (3). By A. M. Hogarth, 143 Golders Green Road, London, N.W.11. 544,818.
- "PNEUOPLAST" with design of camel and letters "C. A. & Co., Ltd." ("Pneuooplast" disclaimed); for kaolin poultices (3). By C. A. Critchley & Co., Ltd., 15-19 Cardwell Place, Blackburn. 545,596.
- "REJUBIOS" ; for medicinal salts (3). By A. F. Shepherd, 26 Great Ormond Street, London, W.C.1. 546,214.
- "UNEX" ; for medicinal purposes (3), excluding soap. By D. T. Jenkins, 72 High Street, Gorsemon, Glam. 546,203.
- "FORTEX" ; for medicated pastilles for the throat (3). By J. P. Gray, 34 Duke Street, London, S.W.1. 546,848. (Associated.)
- "WIMRODE" ; for medicinal chemicals (3) and for perfumery, etc. (48). By C. W. P. Morgan, 926 Wimborne Road, Moordown, Bournemouth. 546,886/887. (Associated.)
- "PALMOLIVE" on strip design with seal; "PALMOLIVE" on octagonal design; and "PALMOLIVE" alone; for perfumed toilet soap (48). By Colgate-Palmolive-Peet, Ltd., 44 Ranelagh Road, Pimlico, London, S.W.1. B537,996/997/998.
- "GOODNIGHT" ; for toilet preparations for theatrical make-up, excluding soap (48). By Ebe, Ltd., 11 Diana Place, London, N.W.1. 544,344.
- "OPTUM" ; for a hair preparation (48). By L. T. Flittner, 29 Highbury Grove, London, N.5. 545,686.
- "LYSTRAL" ; for dentifrices (48). By C. L. Casson, 56 Grove Road, Eastbourne. 546,628.
- "AKAPOO" ; for perfumery, etc. (48). By Soapless Foam, Ltd., 17 & 18 Dover Street, London, W.1. 546,675.

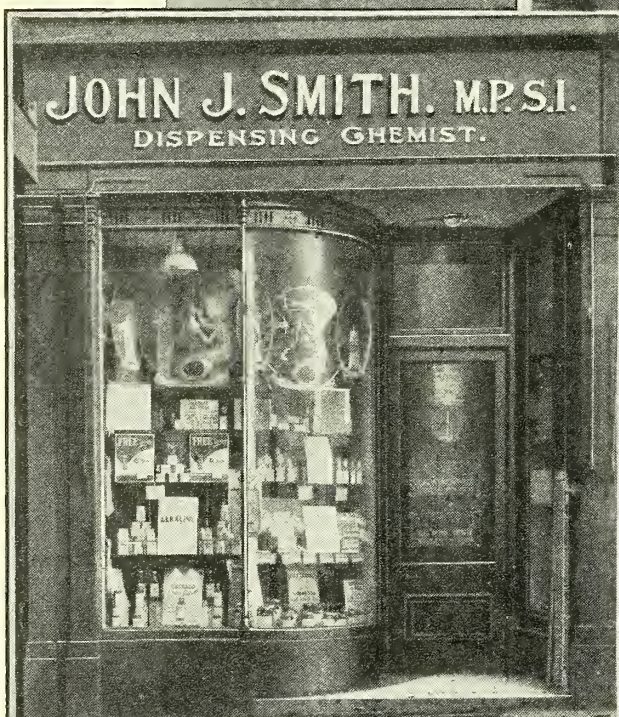
(From "The Trade Marks Journal," January 24, 1934.)

- "VADE-MECUM MEDICATED TOILET ROLL" on label design; for medicated toilet paper (3). By The British Patent Perforated Paper Co., Ltd., Atlas Works, Berkshire Road, Hackney Wick, London, E.9. B545,774.
- "TABAZYMA" ; for all goods (3). By International Takamine Ferment Co., 120 Broadway, New York, U.S.A. 542,065.
- "ANTIPELO" ; for an ointment or liquid containing a vaccine filtrate for external use (3). By A. Grilletto, 8 Avenue Walkanaer, Nice, France. 544,911.
- "THEOGARDENAL" ; for medicinal chemicals (3). "RUBYL" ; for medicinal chemicals excluding soap (3). By May & Baker, Ltd., Church Road, Battersea, S.W.11. 545,285 ; 546,657.
- "MINADIX" ; for medicinal chemicals (3). By J. Nathan & Co., Ltd., 16 St. Helen's Place, London, E.C.3. 547,002.
- "NU-VITA" ; for powders for making beverages (42). By Yeatman & Co., Ltd., 9 Denmark Street, London, E.1. 545,700.
- "LIFEBUOY SHAVING CREAM," on strip design; for shaving cream (48). By Lever Brothers, Ltd., Port Sunlight, Cheshire. 546,405. (Associated.)
- "EVER" ; for powder puffs (48). By R. McClellan Reeve, The Croft, Preston Road, near Harrow. 546,793.
- "FOA-MASSA" ; for hair shampoos (48). By A. W. Evans, 89 Fortis Green, East Finchley, London, N.2. 546,911.
- "LIQUEJEX" ; for hair brushes (50). By Rigby Battcock, Ltd., Mount Pleasant Works, Muston Road, Upper Clapton, London, E.5. 547,267.

According to "The Trade Marks Journal" of January 24, 1934, the specification for "DELIAL" in Class 3, No. 546,402, by Bayer Products, Ltd., has been amended to "a medicated preparation for human use as a skin ointment in the treatment of sun-burn."

## New Dublin Pharmacies

**D**URING the past two months quite a number of attractive pharmacies have been opened in Dublin and the suburbs, while several old-established businesses have had new fronts fitted to their premises. Among the reconstructed pharmacies one of the outstanding undertakings is the imposing front fitted to Mr. Joseph O'Reilly's pharmacy at the corner of Merrion Row and Merrion Street. The general design,

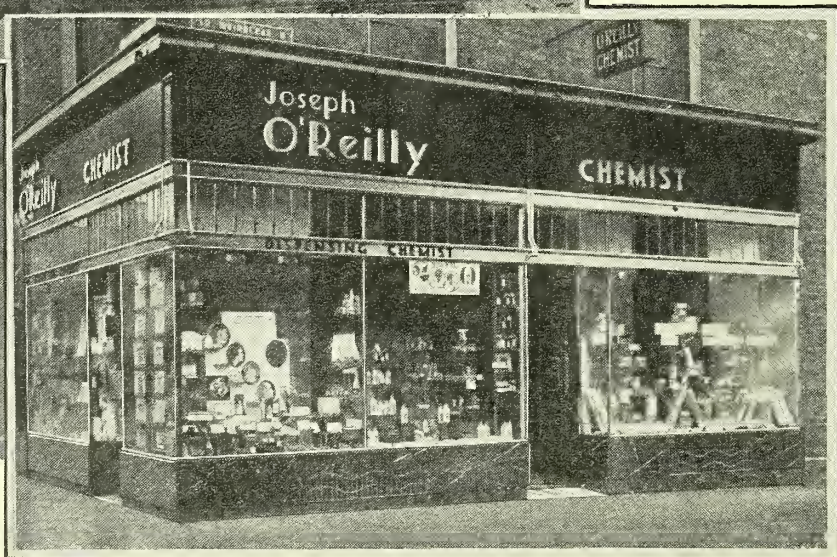


carried out with marble base, chromium window casings and bold fascia executed in black with red lettering, is exceedingly striking.

Another addition to the list of city pharmacies is the well-designed establishment of Mr. Kevin A. Bowman, Ph.C., recently opened in Nassau Street. One of the surprises of this pharmacy is its commodious well-laid-out interior. It extends far back and provides space for one of the roomiest of dispensing departments, which is separated from the shop by a fine screen surmounted by a large plate glass panel with gold lettering.

On the north side of the city Mr. John J. Smith has opened a pharmacy at 1 Capel Street. An excellent job has been made of the interior layout and fitting of the premises. The exterior is decorated in blue with gold lettering. This pharmacy, with its well-lighted window attractively dressed, should bring a good trade.

At Main Street, Donnybrook, J. J. Roche & Co., Ltd., have had a fine new front fitted. In Wicklow Street, Dublin, Mr. P. J. Hession has opened imposing premises with windows which provide room for display on two streets. This new business is within half a minute of Grafton Street, Dublin's most fashionable shopping centre. In the north suburbs a new pharmacy that has commanded general admiration is that opened by Mr. Joseph Dargan, M.P.S.I., at Home Farm Road, Drumcondra, as a branch of his business at Blessington Street.



## Marriages

**TEW—WHITMORE.**—At the Church of the Oratory, Birmingham, on January 29, F. Leo Tew, M.P.S., St. Albans (formerly of Birmingham), to Phyllis K. Whitmore, of Birmingham.

## Deaths

**BROOKS.**—At his residence, 44 Breakspears Road, London, S.E.4, on January 22, Mr. William Harrison Brooks, L.S.A., aged seventy-two. Dr. Brooks was for many years proprietor of Brooks' Drug Stores, 509 New Cross Road, Deptford, S.E.14. He served on the Deptford Borough Council from 1906 until his death, and he was associated with the Borough of Deptford Pension Society and other local institutions. He was a Past Master of St. George's Lodge and a Companion in St. George's Chapter. Tributes to his services were paid at the meeting of the Deptford Town Council on January 24.

**COWARD.**—Recently, Mr. Harry Brooks Coward, chemist and druggist, manager to Boots, Ltd., at Derby Street, Bolton, aged twenty-seven.

**CURTIS.**—At 38 Station Street, Swinton, Yorkshire, on January 22, after a brief illness, Mr. Thomas Luke Curtis, the dearly loved husband of Louisa J. Curtis and managing director of Jones (Mexborough), Ltd., chemists.

**DRIVER.**—At Streatham, London, S.W.16, on January 7, Mr. Arthur Silvester Driver, chemist and druggist. Mr. Driver qualified in 1891.

**FLOWER.**—At Nuneaton, on January 17, Mr. Edward Harold Flower, chemist and druggist, aged seventy-one.

**McAULIFFE.**—At his residence, The Medical Hall, Church Street, Strokestown, co. Roscommon, on January 22, Mr. William McAuliffe, L.P.S.I., aged fifty-three. Mr. McAuliffe was a native of Abbeyfeale, co. Limerick. He established his business in Strokestown in 1914, and some years later opened a branch at Elphin.

**MARKS.**—On January 25, after a brief illness, Mr. Charles S. Marks, for upwards of sixty years associated with Henry Marks & Sons (Branch of International Sponge Importers, Ltd.), 32-34 City Road, London, E.C.1, aged eighty-two.

**MORRIS.**—On January 27, Mr. Humphrey Morris, chemist and druggist, Dolgelley, North Wales, aged eighty. Mr. Morris carried on business in Dolgelley for over fifty years.

**PARKYN.**—At Torquay, on January 19, Mr. Horace Parkyn, chemist and druggist, aged sixty-eight.

**PITTS.**—At Wroxham, Norfolk, recently, Mr. William Christopher Pitts, chemist and druggist, aged seventy-seven. Mr. Pitts commenced business in Norwich, where he founded in 1888 the Norfolk and Norwich Kennel Club. He won many prizes at the principal shows throughout the country, and often acted as judge at shows in Norfolk. He was also a skilled angler.

**SANGUINETTI.**—At Southend-on-Sea, on January 9, Mr. Francis John Sanguinetti, chemist and druggist, aged seventy-six.

**SHORT.**—At Sydenham, London, S.E.26, on January 10, Mr. John Short, chemist and druggist, Newlands Park Pharmacy, aged sixty-seven.

**SILBERBERG.**—On January 28, Mr. Isaac Silberberg, managing director of Silberberg's Pharmacy, Ltd., 79 Christian Street, London, E.1. Mr. Silberberg was held in high esteem by everybody who came into contact with him, and is deeply mourned by his widow, son, daughter and other surviving relatives.

**WENDON.**—At Staplehurst, on January 12, Mr. William Wendon, chemist and druggist, aged sixty-one.

## Personalities

MR. A. M. EDWARDS is joining Lewis, Tilbury & Co., Ltd., 41 Eastcheap, E.C.3, as spice buyer as from February 1.

MR. R. R. E. PERKINS, chemist and druggist, Lingfield, has been elected vice-chairman of the local chamber of commerce.

MR. F. FAWCETT (Thomas Edmondson, Ltd., chemists), Penrith, has been elected president of the local chamber of trade.

MR. A. CUMMING, chemist and druggist, Crewe, has been elected a member of the committee of the newly formed chamber of trade.

MR. H. EVERATT BROCKSOM, chemist and druggist, has been appointed works chemist to McClure, Young & Co., Ltd., Park Royal, London, N.W.10.

MR. R. G. EACOTT, chemist and druggist, has joined Matthews & Wilson (1931), Ltd., manufacturing chemists, Cole Street, London, S.E.1, as their London representative.

MR. C. RONALD MILBURN, chemist and druggist, Leeds (son of C. H. Milburn, chemist and druggist, Wetherby, Yorks), asks us to announce his engagement to Miss Marjorie Denbon, Leeds.

MR. C. E. GOODE, chemist and druggist, Twickenham, is the Master-elect of the Strawberry Hill Lodge of Freemasons (No. 4946), and his son, Mr. R. C. Goode, chemist and druggist, is Master-elect of the Syenes Lodge (No. 4900).

WOR. BRO. T. J. E. GOBOLD, P.M. Victoria Park Lodge No. 1816, town representative of National Drug Industries, Ltd., London, E.1, was invested with London Rank by the Deputy Grand Master, Lord Cornwallis, on January 23.

"THE Chemist of Modern Times" was the title of an article by Mr. Geoffrey Hirst (Hirst, Brooke & Hirst, Ltd., manufacturing chemists, Leeds) in "The Rotherham Advertiser" of January 20. On either side of the text appeared advertisements by local chemists, those taking part in this publicity scheme being Messrs. Uttley, Dalkin, Davy, Bingham, Waite, Atkinson, Billington, Wilkinson, H. Davy's Exors., Ltd.

WOR. BRO. E. J. MILLARD, Ph.C. (managing director of C. J. Hewlett & Son, Ltd., London, E.C.2), Past Master of the Galen Lodge, was one of the distinguished Freemasons who on January 23 was promoted and invested with the Collar and Jewel of "London Rank" by the Deputy Grand Master, Lord Cornwallis. The ceremony was held for the first time in the new Grand Temple at Freemasons Hall and in the presence of a large number of Grand Lodge officers.

MR. H. E. NOBLE, chemist and druggist, Midgate, Peterborough, who has retired (see p. 118), was apprenticed to the business of which he ultimately came into control. Mr. Noble will live at Deene, a few miles away, with his son-in-law and daughter. He has long been associated with the musical life of Peterborough, and was Dr. Keeton's first solo boy when that famous cathedral organist went to the city. An excellent cello player, he is a life member of the Peterborough Orchestral Society. In his retirement he will have ample opportunity for the pursuit of his favourite recreation—fishing.

## Wills

MR. JOHN ARTHUR SOUTH, 207 Grove Lane, Denmark Hill, S.E., for forty years manager of John Steedman & Co., who died on December 22 last, aged seventy-four, left estate gross value £11,311, with net personality £7,848.

MR. RICHARD CARNELLEY WALSHAW, J.P., 18 Grasmere Road, Huddersfield, Yorks, chemist and druggist, a member of the Huddersfield Town Council, who died on October 21 last, aged seventy-two, left estate gross value £6,439, with net personality £6,358.

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**Information Department**

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

M/311. Biplast	B/301. Nelson's beef extract
S/181. Blissita Manufacturing Co. (address)	E/181. Palatine
E/181. Carozyme	N/301. Protosote globules
B/251. Formyl diabetic treatment	B/311. Sagradol
B/311. Magrol	H/251. Truefit's electric brush for rheumatism

# THE CHEMIST AND DRUGGIST

VOL. CXX. FEBRUARY 3, 1934 NO. 2817

## Whither Advertising?

THE majority of manufacturers whose products reach the public through the channels of the drug trade are advertisement-minded. They appreciate that if their proprietaries are to become widely known, publicity through the Press is essential—one of the easiest ways of making or losing money, according to how such propaganda is undertaken. Those who think that to purchase space in any periodical, insert plenty of superlatives and add an illustration, is all that is required will have read with profit the article on national advertising in last week's *C. & D.* (p. 96). The need for expert assistance was emphasised, but there is another side of the publicity campaign to which we would draw attention. The position of the advertising director or manager of an industrial concern is becoming increasingly difficult. He is responsible for the efficient expenditure of his firm's advertising appropriation, yet he sees this appropriation being diminished by requests for support from publications which do not give as effective publicity to his firm as he can obtain in the independent Press. It is often difficult for him to consider the requests from the simple standpoint of publicity value. Other considerations and influences come into play, not the least being the action of trade competitors who have already taken space without giving the matter sufficient thought. An investigation of the position shows that there are literally hundreds of monthly and quarterly publications issued by institutions and associations which appeal for advertising support. There is a growing tendency amongst them to look to advertising revenue as their chief financial stay; the question is whether industrial concerns cannot make better use of their advertising appropriation. It is desirable that professional and technical bodies should publish their official proceedings, but obviously such publications cannot serve so extensive a field as that covered by independent journals, and consequently cannot offer such advertising value. After all, the real function of advertising is to produce inquiries or action tending to produce sales, or, in some instances, to remind the public of the existence of the product. Not long ago attempts were made to assess the value of a publication to the advertiser by means of sales or circulation certificates, and it was said that at last the advertiser was getting to know what he was paying for. This contention has now lost caste, since it is realised that effective and not waste circulation is what sells the goods advertised. America has sponsored more schemes for advertisement testing than any other country, and one of the most successful is that founded on "noticeability." This system has been tried by one of the largest advertisers in this country with gratifying results. If industrial advertisers were to analyse their expenditure and divide it into the

space bought for effective publicity reasons, and space bought for extraneous reasons, they would in many instances be surprised to find how much of their appropriation was being diverted into unnecessary and unprofitable channels. The uneconomic diversion of advertising appropriations is a subject which merits the close attention of both advertisers and their executives.

## The Chemist as He Might Be

THE errors of the lay Press when it concerns itself with pharmacy are occasionally amusing, but in most cases the possible consequences of such carelessness are not a matter for laughter. In a recent issue of the "News Chronicle," for instance, a Mr. Rupert Sistrof makes the following statements in the course of an article entitled "The Chemist. A Career for Boys: (II) Pharmaceutical Chemistry":—

"This [i.e., training] consists of a three years' apprenticeship with a registered chemist or a qualified doctor."

"Having passed the Preliminary Scientific, and many do not seek any further qualification, a boy is entitled to be registered as a chemist and druggist and to obtain a post as a qualified assistant in a chemist's shop or store or dispensary."

"An ambitious candidate who has passed this preliminary examination and been trained under the 'direct supervision of a pharmacist in the dispensing of medicines for 4,000 hours over a period of not less than two years' is then in a position to prepare for the Pharmaceutical Chemist's Qualifying Examination."

"The higher qualification enables a chemist to take a post of greater responsibility. Among such are: (1) Charge of a drug department in a large store. (2) A post in a laboratory of a wholesale house."

Pharmacists can recognise at a glance the inaccuracy of these notions. By a coincidence, the same daily paper, in its issue of January 29, affords a further illustration of ignorance in an anonymous article entitled "Farewell to Mice," in the course of which this extraordinary formula for a mouse-poison is given:—

"Biscuit may be soaked overnight in a syrup made of one ounce strychnine, one ounce sugar, pint boiling water, and a few drops aniseed oil."

But for the well-known vigilance of retail chemists, the publication of a formula of this kind would undoubtedly constitute a public danger.

## Corner for Students

Conducted by Leonard Dobbin, Ph.D.

### QUALITATIVE ANALYSIS

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopœia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, February 6, on which day the samples will be posted. Students' reports will be received up to Saturday, February 17. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts.

The analysis announced above forms the fourth exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who have not passed in Chemistry in the Preliminary Scientific examination in Great Britain, in the Licence examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, which fact *must be attested on their reports*. They will not be awarded to former winners of tournament prizes.

# Some Other Aspects of Pharmacy

A MEETING of the Eastbourne and District Branch of the Pharmaceutical Society was held on January 24, when Mr. E. Saville Peck (vice-president of the Society) gave an address on "Other Aspects of the Future of Pharmacy." There was a fair attendance. The following is an abstract of

## Mr. Peck's Address

Notwithstanding all that has been said to the contrary, I maintain there is a future for pharmacy. I will take three different points of view: (a) Pharmacy as a science; (b) the pharmacy or place where pharmacy is carried on; and (c) the *personnel* of pharmacy, or those engaged in the practice of pharmacy. To-night I want to think of pharmacy in its widest sense and with its broadest application.

### PHARMACY AS A SCIENCE

Pharmacy must always be ready to supply the medical man with the weapons with which he can endeavour to combat disease. To achieve the conception of pharmacy as a distinct science and a collateral calling to medicine it is necessary that we should keep in close touch with the advance of the sciences which form the basis of medical knowledge. The recent changes and advances in medical treatment are having, and must have in the future, great influence upon pharmacy and the work of the pharmacist. This fact must also have an important bearing upon the future educational requirements of the pharmacist; far less attention will need to be paid to the study of plants, so that time can be devoted to animal biology and physiology. The change from vegetable drugs to those of chemical and animal origin is illustrated by the use of the organic arsenic compounds intravenously injected—the administration of which calls for the strictest antiseptic conditions. The inclusion in the Pharmacopœia of injections of bismuth, iron, mercury and sodium chloride is another example of the line of advance. Taking an illustration of drugs of animal origin we think of insulin, which is now being prepared on a scale that the price of it has been brought within the reach of all. The administration of these substances has resulted in an increased attention being paid to the hypodermic method of medication. Pharmacists must be ready and able to supply the necessary drugs in the form of sterilised solutions, and should also have knowledge of the apparatus used and the technique required to be followed in each case. Most diseases are now being studied with a view to finding the definite bacillus causing the trouble and discovering the agents that will counteract or arrest disease. A knowledge of some of the more important of these, their methods of preparation, storage and dosage, will be of definite practical use to the pharmacists of the future. The increase of our knowledge of vitamins has shown us the important part they can play in the correction of defective feeding and in the resistance to certain diseases. Their preparation by the manufacturing pharmacist and their distribution is already playing an important part in the calling of pharmacy.

### THE PLACE

Another definition of pharmacy is "the place where medicines are prepared and dispensed." Let us look at this aspect. There is a danger that chemists' shops are being made to look too much like mere drug stores, which to my mind is as harmful as the drug stores being made to look like chemists' shops. I believe in the retention of the old carboys and some, at least, of the shop rounds as signs and emblems of our calling. The public learn from what they actually see; and unless there is an indication by the general look and atmosphere of the pharmacy and the display of pharmaceutical products, there is the danger that they will look upon the pharmacist as a huckster. We must let the public know what the pharmacist stands for—he is a highly-trained specialist and should be proud of his

qualification. The operating theatres of hospitals, and even some of the smaller nursing homes, are being organised on most elaborate aseptic lines, and I consider that the time has now come when the pharmacist in an institution or a shop should materially improve the conditions under which medicines are dispensed and sterile solutions prepared. I have held for many years the view that the ultimate solution of the problems in British pharmacy is the co-operation of the so-called scientific side of pharmacy with the commercial side.

### THE PEOPLE

Writers of fiction have often poked fun at the chemist of bygone days, standing behind his counter pounding away at sticky gums, resins, roots, and herbs, or waiting for the next customer for some of his weird mixtures and potent pills. Has there been no change in the habits and outlook of those engaged in pharmacy to-day? The volume of business done and actual cash handled is much greater. We have time for recreation and participation in the social and possibly municipal life of the town. Pharmacy is still looked upon as an attractive calling and worth the time, expense and anxiety of passing the examinations. The effect of the Pharmacy and Poisons Act must be far-reaching, and although there are some features in it which I dislike, yet if we take it as a foundation upon which to build in the future, I consider the advantages transcend the disadvantages quite definitely. It is my firm conviction that the future success of pharmacy depends in no small measure upon the three aspects I have placed before you, (a) The paramount necessity of keeping the scientific side of pharmacy in the forefront; (b) the maintenance of a scientific and professional aspect of the pharmacy itself, at least in so far as the compounding and dispensing department is concerned; and (c) the steady advance of the educational requirements from those entering our calling, so that eventually the qualified pharmacist working either in a hospital or institution, a manufacturing pharmaceutical laboratory, or in his own individual pharmacy will be looked upon as rendering an important service for the maintenance of the health of the community. We should be able with these aspects of the future of pharmacy in view to look forward to an enlightened, enlarged and united body of pharmacists.

### Discussion

In the discussion which followed, Mr. BECK advised a continuation of the vacation courses.

Mr. NEAVE thought biochemistry was most important and a postal course should be inaugurated.

Mr. A. MILLS was of the opinion that first aid should be a part of the chemist's education. Accidents of all kinds were on the increase, and in consequence of the difficulty of obtaining a doctor and the ease and certainty of finding the chemist, it should be part of the chemist's job.

Mr. RANKINE emphasised the importance of the ethical and economical side of pharmacy, both of which, he considered, must play a very important part in the development of pharmacy in the future.

Mr. D. MARCHANT was of opinion there could be no real advance until they obtained their rightful place in the scheme of things. He thought the first thing to aim at was the doctors' dispensing. This was the greatest problem and could be best solved by extending medical benefits to dependants. Shop training at an early age was essential in apprenticeship.

THE CHAIRMAN said before there was advancement in pharmacy the pharmacist must wake up and improve his premises by making them smarter and cleaner. He emphasised the importance of coding scripts. In his opinion there were too many entering pharmacy at the present time, and he did not feel optimistic of the future.

Mr. G. CHECKLEY, in proposing a vote of thanks to Mr. Peck, eulogised his magnificent services rendered educationally and otherwise.

# Use of Resorcinol in Chemical Analysis

I.—The Detection and Differentiation of Compounds Containing the Carbonyl Group: with a Special Note on Sugars

By Alan H. Ware, Ph.C.

(Concluded from the *C. & D.*, January 20, p. 75.)

## METHODS FOR OBTAINING VALUABLE RESULTS OTHER THAN FLUORESCENCE

In addition to the fluorescences two other distinctive types of result may be obtained, viz.:—

(a) Chromogens are produced which in acid solution have little or no colour. These chromogens can usually be shaken out with ether, and if the ethereal layer be then shaken with sufficient very dilute ammonia a rich pink to purple colour is produced, which in the case of lævulose and lævulose-yielding carbohydrates is very intense, bears much dilution and may persist for an hour or more, but ultimately changes to a brown. Dihydroxyacetone gives an even better result, but dextrose and other carbohydrates not yielding lævulose and also vanillin give an inferior but quite definite result.

*Method of Testing.*—0.05 gm. of the substance to be tested with 0.1 gm. of resorcinol is heated in 4-5 mls of 10-per-cent. aqueous hydrochloric acid to boiling point, but the boiling is not continued for more than a few seconds. If no colour develops the test is repeated using 20-per-cent. acid and reversing the proportions of the reacting substances, using more prolonged boiling if necessary. In either case the mixture is diluted with an equal quantity of water, cooled and shaken out with ether. The ethereal layer is then removed and shaken with a little 10-per-cent. aqueous ammonia and immediately rapidly diluted by adding portions of water alternately with shaking until the maximum intensity of colour is obtained, if any.

*Results.*—The more important results have been indicated above, but will be described in greater detail a little later. (See special note on the differentiation of sugars and other carbohydrates and related bodies and also vanillin.)

(b) Distinctively coloured precipitates or solutions are given at the acid stage. In some cases these are associated with the other distinctive results already described, in other cases they are quite independent of such results.

*Methods of Testing.*—The methods already described for obtaining the other results should be first tried; but sometimes more distinctive results are given to weaker or stronger hydrochloric acid, or to concentrated sulphuric acid in a dry test-tube. For obtaining distinctively coloured precipitates the method with an appropriate strength hydrochloric acid is generally the best. Further details of methods and results in individual cases are given below with others.

## INDIVIDUAL COMPOUNDS AND SMALL CLASSES DIFFERENTIATED

This section will give a summary and extension of results referred to previously but as applied to the more specific differentiation of individual cases.

*Aldehydes of Simple Type.*—Acetaldehyde, paraldehyde and benzaldehyde give a copious yellow precipitate when boiled with resorcinol in 10-per-cent. aqueous hydrochloric acid. On adding to aqueous ammonia the precipitate remains insoluble but changes in colour to a rich pink or vermilion.

*Acetone* is distinguished from the above by giving no precipitate in 10-per-cent. HCl, but in concentrated acid a copious yellow precipitate falls which dissolves in alcohol or alkalis without any distinctive change of colour. Gives a good fluorescence to the method in which 80-per-cent. sulphuric acid is used but not to the method with phosphoric acid.

*Acetic Acid* gives a negative result to all the tests described.

*Citric Acid.*—When heated with resorcinol in 80-per-cent. sulphuric acid, the citric acid being used in excess of the resorcinol, pale pink replaced by pale brown or brownish-yellow are given, the mixture becoming almost colourless when diluted with a little water. On adding to the aqueous ammonia an intense blue fluorescence is given. Nothing else tested by the writer gives this result. No fluorescence is given to the phosphoric acid method.

*Lactic Acid* gives a good fluorescence (green) to both methods indicated, but best to 80-per-cent. sulphuric acid, and in the latter case a rich reddish colour is developed during the heating at the acid stage. If concentrated sulphuric acid be substituted a brown colour and no fluorescent principle is produced.

*Oxalic Acid.*—Here the result given to the sulphuric acid method at the acid stage appears to be quite specific, for if heated gradually the following colours appear successively, viz., slight brown, pale green, violet, deep blue, deep emerald-green and lastly brown again. The mixture dilutes to an intense yellow with water, and this gives an intense yellowish-green fluorescence with ammonia. These results are not given in a dry tube with 98-per-cent. sulphuric acid, and no fluorescence is given to the phosphoric acid method.

*Succinic Acid* gives a rich fluorescence to the method with sulphuric acid but not to that with phosphoric acid.

*Tartaric Acid* gives a good red colour at the acid stage and a rich green fluorescence at the ammonia stage, if the method with 80-per-cent. sulphuric acid is used, but not to that with phosphoric acid. If 98-per-cent. sulphuric acid is used in a dry tube better carmine colour is given at the acid stage, but no fluorescence is then given to ammonia.

*Butyl-Chloral Hydrate* gives to the phosphoric acid method a precipitate which becomes in succession yellow, scarlet and reddish-brown. On adding to ammonia the precipitate dissolves and a dichroic solution intensely green to reflected light and brownish-pink to transmitted light is given. Well distinguished from the carbohydrates by its smell and by giving nothing of value to the methods with hydrochloric acid.

*Chloral Hydrate* gives to the phosphoric acid method a rich pink solution followed by a yellow precipitate becoming brown or greenish-brown. On adding to aqueous ammonia a rich wine-red solution is given which may show a relatively poor fluorescence.

*Chloralamide.*—Except that no transient pink colour is developed, this behaves like chloral hydrate.

*Camphor* gives to the method with 80-per-cent. sulphuric acid a yellow solution at the acid stage but a rich green fluorescence at the ammonia stage. Nothing of value is given to the other tests.

*Dextrose and Related Bodies.*—See Special Note on the Sugars, etc.

*Dihydroxyacetone.*—See Special Note on the Sugars, etc.

*Eugenol* gives a rich green fluorescence to both methods. With the 80-per-cent. sulphuric acid method a rich red is developed at the acid stage on warming. Nothing distinctive is given to the methods with hydrochloric acid.

*Formaldehyde.*—Two drops of the 40-per-cent. solution added to 4.5 c.c. of water to which one drop per

c.c. of 10-per-cent. hydrochloric acid has been added gives, on raising to the boiling point, cooling and again raising to the boiling point, a precipitate, at first white but becoming pink, which is insoluble in alcohol or aqueous alkali. This test if carried out as stated appears to be quite specific for formaldehyde.

*Glycerol* gives the green fluorescence to both methods but no distinctive colour-reaction at the acid stage and nothing to the methods with hydrochloric acid.

*Lævulose and Related Bodies* (including sucrose and inulin).—See special note on the sugars, etc.

*Salacin*.—See special note on the sugars, etc.

*Saponin*.—See special note on the sugars, etc.

*Saccharin and Santonin*.—These each give rich green fluorescences to the sulphuric acid method but nothing distinctive to the methods with hydrochloric acid.

*Vanillin*.—Magnificent fluorescences are given at the ammonia stage to both methods, and rich pink, red or vermilion colours at the acid stage.\* In the phosphoric acid method, if the mixture after heating at the acid stage be shaken out with either ether or amyl alcohol, a chromogen or chromogens (colourless in ether, yellow in amyl alcohol) will be removed, which will give a rich pink colour on shaking with very dilute ammonia. This last result is also given to the hydrochloric acid method. In this respect vanillin resembles the sugars (see below).

\*Vanillin, however, differs from the sugars and dihydroxyacetone in that the acid admixture so obtained gives either a yellow precipitate or solution on diluting with water.

#### SPECIAL NOTE ON THE SUGARS AND OTHER CARBOHYDRATES AND RELATED BODIES

Probably all sugars and carbohydrates and related bodies which yield sugars on hydrolysis with acids give a positive response of an almost, if not quite, specific character to the test with phosphoric acid described earlier in this article. At any rate, the following, which have actually all been tested, do so, viz., acacia gum, arbutin, dextrin, dextrose, inulin, lactose, lævulose, maltose, manna, salicin, saponin, starch, tragacanth gum, and many vegetable extractives.

*Details of Result*.—At the outset the colour given on heating with the resorcinol and syrupy phosphoric acid will be one of the following, viz., yellow, pink or pale brown; it then becomes orange, afterwards ruby or raspberry-red. At the boiling point or after diluting a precipitate usually falls, in which case the mixture becomes browner but never becomes yellow or gives a yellow precipitate on adding an equal quantity of water (distinction from vanillin, which otherwise gives somewhat similar results). At the ammonia stage an intense green fluorescence is given which can be shaken out by amyl alcohol. The results given to this test can be confirmed by the test given below in which the acid used is hydrochloric, and which also serves to differentiate lævulose from dextrose, etc.

#### THE DIFFERENTIATION OF LÆVULOSE AND LÆVULOSE-YIELDING CARBOHYDRATES FROM OTHERS

Few text-books give a simple means of distinguishing between dextrose and lævulose without the use of a polarimeter. It does not seem to be generally known that this can be readily done by the use of carbolic acid or resorcinol under suitable conditions. A method in which the latter is used will now be described which also possesses a value from the standpoint of positive identification of two classes of carbohydrates.

#### FURTHER DETAILS OF THE METHOD WITH HYDROCHLORIC ACID AS APPLIED TO SUGARS

*Lævulose, Sucrose and Inulin, together with Dihydroxyacetone* (a triose sugar from which a variety of fructose has been synthesised), all give distinctively positive result to the test with 10-per-cent. hydrochloric acid unlike that found to be given so far by any other compound with the partial exception of vanillin. This specific behaviour is as follows:—At the acid stage a pink, orange or red colour develops which is marked in the case of the sugars named but

comparatively feeble with the other two bodies. The ether extractive gives a rich pink on shaking with the very dilute ammonia which is marked in all the cases named, but is magnificent in the case of the dihydroxyacetone, the colour given being capable of colouring several litres of water a decided pink. The colour may persist for an hour or more but ultimately changes to brown. If the acid liquor left after shaking out with ether in the case of the sugars be now shaken with amyl alcohol, a red-purple colour is given to the alcohol layer. (Vanillin and dihydroxyacetone give very little or no colour. See also above for further distinction for vanillin.)

*Dextrose and other Carbohydrates which do not yield lævulose on acid hydrolysis* give a negative result to the method with 10-per-cent. hydrochloric acid, but will give a distinct but comparatively poor positive result if 20-per-cent. hydrochloric acid be used and the proportions of the reacting bodies be reversed as directed. The results are then somewhat similar to those described for lævulose, and although poorer afford a positive result of real usefulness for this class of substance. The following bodies have been actually tested and gave this positive response, viz., dextrin, dextrose, lactose, maltose, salicin, saponin, starch, and many vegetable extractives.

The common belief that the colour reactions given by lævulose and lævulose-yielding carbohydrates with phenols is due to the production of furfuraldehyde is only correct when the heating is carried out with strong acid for a prolonged period, and cannot account for the result given by dihydroxyacetone or lævulose with 10-per-cent. aqueous hydrochloric acid after merely raising the mixture to the boiling point. The furfuraldehyde theory also does not account for the fact that all sugars tested give similar results to the tests described with phosphoric acid and, to some extent, with 20-per-cent. hydrochloric acid, although dextrose, galactose, etc., do not yield furfuraldehyde when heated with acids. It is not unlikely that the reactions of lævulose described are largely due to the production of dihydroxyacetone.

Although I have confined this article to an account of one particular group of reactions in which resorcinol may be used as a test reagent, enough has been written to illustrate its extraordinary usefulness in qualitative analysis. With suitable modifications some of the tests described may also be used quantitatively. In a subsequent paper it may be possible to discuss a number of other useful purposes for which resorcinol may be used in chemical analysis, including suggestions for a new quantitative method for the estimation of iron in any condition, ferrous, ferric or complex, by one identical process in either case. The experimental work required for this paper was carried out in the laboratories of the Plymouth Technical College.

THE DISCOVERY OF CHLOROFORM.—“In a paper read in December before the Liverpool Medical Institution, Professor W. J. Dilling reviewed the evidence relating to David Waldie's share in the discovery of the anæsthetic properties of chloroform. Chloric ether, an alcoholic solution of chloroform, was first used therapeutically in this country, he said, by Dr. Richard Formby in Liverpool, and was tried as an anæsthetic agent between 1846 and 1847 by Jacob Bell and others. Waldie was evidently acquainted with these trials of the impure chloroform, and while a chemist to the Apothecaries Hall in Liverpool he succeeded in preparing a pure chloroform with the high specific gravity of 1.5. He was thus in a unique position to recommend chloroform, during a visit to Scotland in October 1847, to his former fellow-student Simpson. The first pamphlet Simpson sent to Waldie with a letter saying: ‘I am sure you will be delighted to see part of the good results of our hasty conversation’; yet the pamphlet merely mentions in a footnote that Waldie had first ‘named’ it, among others, as worthy of a trial, Waldie, in a lecture to the Literary and Philosophical Society of Liverpool on November 29, gave details which establish the fact that his recommendation of pure chloroform was based on a knowledge of its characters and suitability for trial.”—“The Lancet.”



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

## 28 Essex Street, W.C.2, February 1

THERE has been a fair amount of interest in the markets this week, and some important alterations in values are recorded. The gold content of the dollar has been fixed, as was anticipated in our issue of January 13. At the moment Continental currency exchange rates on the £ are all too high with the dollar at 5.04. It remains to be seen whether the dollar will cheapen or the franc improve on the £. In the pharmaceutical chemical markets the makers' scales of prices for home trade for COCAINE, hydrochloride and alkaloid, show a very substantial advance. Continental CAFFEINE and THEOBROMINE are quoted dearer on account of sterling exchange depreciation, and are now back to the figures quoted last October. Salicylates are steadier and the outlook, after the end of March next, is brighter. A recovery to some extent in PHENACETIN prices is a possibility. Makers of GLYCERIN notify a substantial advance in prices. In crude drugs business in some products has been quite satisfactory, and there are signs of the tendency for prices to recover, particularly forward, spreading and becoming general. CASCARA SAGRADA is firm forward and short. CHAMOMILES continue to soar in value and very few lots are available. GUM ACACIA is dearer for shipment. HENNA LEAVES of the best quality are hard to find, and prices are very firm. HYDRASTIS may record a sharp advance; shippers are stated to have withdrawn at the moment. Japanese MENTHOL is firmer at higher prices; Japanese shippers appear to be taking up a particularly strong attitude. The SENNA market has been surveyed and a detailed report is given. OPIUM is very firm, with sellers mostly withdrawn. TRAGACANTH continues in steady request with prices firmly maintained. There are few features in the essential oil markets, the general tone is about steady, with business on a moderate scale only. CASSIA of good quality is scarce on spot, and shipment prices are a point dearer. American CEDARWOOD is slightly easier. Madagascar CLOVE for shipment is dearer. A steady inquiry for Empire EUCALYPTUS is reported. LEMON and other Sicilian oils remain dull. Japanese PEPPERMINT is in better demand, and prices show a small recovery; the forward positions are firm and improving. Japanese shippers are reported to be unwilling to sell oil without menthol. The American natural oil is also quoted dearer on a strong market.

## Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	February 1	Value of the £
Amsterdam ...	Fl. to £	12.107	7.77½	12/11
Berlin ...	Mks. to £	20.43	13.18	12/11
Brussels ...	Belgas to £	35	22.42	12/11
Copenhagen ...	Kr. to £	18.259	22.40	24/8
Lisbon ...	Ese. to £	110	109½	19/11
Madrid ...	Ptas. to £	25.22½	38½	29/11½
Milan ...	Lire to £	92.46	59½	12/11
Montreal ...	Dol. to £	4.86½	5.01½	20/7
New York ...	Dol. to £	nominal	5.04	20/7½
Oslo ...	Kr. to £	18.159	19.90	21/11
Paris ...	Fr. to £	124.21	79½	12/11
Prague ...	Kr. to £	164.25	105½	12/11½
Stockholm ...	Kr. to £	18.159	19.39	21/4½
Warsaw ...	Zloty to £	43.38	27½	12/11
Zurich ...	Fr. to £	25.2215	16.12	12/11

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

THE chief movements in values this week are the advances in the scales for Continental caffeine and theobromine, due to exchange fluctuations. Phenacetin is steadier. Salicylates, although quiet, have a better tone. Santonin seems to have reached bottom and some recovery is a possibility in due course. Business generally has been moderate. Glycerin is quoted at higher figures.

ACETANILID is unchanged and quiet: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—Market steady; business limited: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. per lb., in 7-lb. tins.

AMIDOPYRIN.—Spot offers in some quarters tend to be cheaper than forward prices on current exchanges; to arrive: crystals, five cwt., 17s. 4d.; two cwt., 17s. 9d.; less than two cwt., 18s. per lb., with powder 2½d. per lb. extra.

AMMONIUM ICIHTHOSULPHONATE.—The scale of prices is unchanged: one cwt., 1s. 6d., in 14-lb. tins; 1s. 7d., in 1-lb. tins; 1s. 10d. in 8 oz. tins, and 2s. per lb., in 4 oz. tins.

ASPIRIN continues in good demand, with quoted prices holding steady: home trade: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—Spot offers vary, while forward prices tend dearer: spot, one cwt., 13s.; 56 lb., 13s. 1½d.; 14 lb., 13s. 3d.; small parcels, up to 13s. 9d. per lb.

BENZOIC ACID (B.P.).—Business about average, market steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' scales of prices for these salts are maintained at former rates. Carbonate, cwt. lots, 7s. 8d. per lb.

BROMIDES.—A moderate inquiry, market steady: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than 5 cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—Steady, business quiet: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1 lb. bottles.

CAFFEINE.—The scale of prices for Continental material have been advanced on account of sterling depreciation. Prices are now back to the figures quoted on October 28 last: pure, 250 lb., 6s. 6½d.; 100 lb., 6s. 8½d.; 50 lb., 6s. 11d.; less than 50 lb., 7s. 1d. per lb. Citrate, 250 lb., 5s. 5d.; 100 lb., 5s. 5½d.; 50 lb., 5s. 7d.; less than 50 lb., 5s. 8½d. per lb. net, carriage paid on minimum 50 lb. lots. Packages from 5 lb. and upwards free.

CALCIUM LACTATE.—A moderate business at competitive prices: spot, one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CITRIC ACID (B.P. CRYSTALS).—Makers' quoted price for home trade is steady at 9½d. per lb., less 5 per cent. discount, nominal and without discount. Dealers' prices are about competitive.

COCAINE.—British makers' prices for home trade show a sharp advance, as follows: Hydrochloride and nitrate, 25 oz., 25s.; 16 oz., 25s. 10d.; less than 16 oz., 26s. 8d. per oz. Alkaloid and citrate, 25 oz., 27s. 4d.; 16 oz., 28s. 2d.; less than 16 oz., 29s. per oz. One oz. packing, 2½d. per oz. extra. Prices for export vary as to destination.

CREAM OF TARTAR.—British made 99 to 100 per cent. material is keeping steady, as quoted at 80s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers' prices are at about the same figure.

CREOSOTE (B.P.).—Dealers are quoting quantities in demi-johns at 1s. 8½d.; smaller parcels, 1s. 9d. to 2s. per lb., as to quantity.

ETHER (METHYLATED).—Makers' prices are as follows:—s.g. 0.750, 1s. 1½d.; 0.735, 1s. 2d.; 0.730, 1s. 2d.; 0.725, 1s. 4d. per lb., in w-quarts; 12 w-quarts, halfpenny less and packed in drums or carboys, 1d. less.

GUAIACOL CARBONATE.—Forward quotations are fully steady on current exchanges: spot is cheaper in some quarters, as follows: one cwt., 9s. 10½d.; 28 lb., 10s. 1½d.; smaller parcels, up to 10s. 6d. per lb.

HEXAMINE.—Rather more inquiry, market steadier. British free running crystals, five cwt., 1s. 8d.; two cwt., 1s. 8½d.; one cwt., 1s. 9d.; smaller parcels, up to 2s. per lb. Powder, in bulk lots, from 1s. 5d. to 1s. 6½d. per lb., as to quantity.

HYDROQUINONE.—Makers' scales of prices for one delivery and for contracts are unchanged.

GLYCERIN (B.P.).—Makers notify an advance in their scales of prices of £2 10s. per ton, as from February 1, 1934.

Packing	Under 1 cwt.	1 cwt. and under 2½ cwt.	2½ cwt. and under 5 cwt.	5 cwt. and under 10 cwt.	10 cwt. and under 20 cwt.
	Per cwt. s. d.	Per cwt. s. d.	Per cwt. s. d.	Per cwt. s. d.	Per cwt. s. d.
14-lb. tins ... ..	80 0	75 6	74 6	71 6	70 6
28-lb. tins ... ..	77 0	73 0	72 0	69 0	68 0
56-lb. tins ... ..	74 0	70 6	69 6	66 6	65 6
1-cwt. drums, charged 20s.	—	66 0	65 0	62 0	61 0
2½-cwt. drums, charged 60s. ... ..	—	—	63 0	60 0	59 0
5-cwt. drums, charged 75s.	—	—	—	59 6	58 6
10-cwt. drums, charged 100s. ... ..	—	—	—	—	58 0

Minimum deliveries ex contract, one cwt. except for ten cwt. and under one ton contracts, where minimum delivery is two cwt.; one and under five tons contracts, minimum delivery five cwt. and five tons and over minimum delivery ten cwt. Industrial white glycerine, 1.260 s.g., 2s. per cwt. less than chemically pure; refined pale straw glycerine, 1.260 s.g., 5s. per cwt. less than chemically pure. Lower prices are quoted for one ton and under five tons and for quantities of five tons and upwards.

MERCURIALS.—Makers' scales of prices for these salts are unchanged. A sharp advance in metal prices was recorded last week.

METHYL SALICYLATE (B.P.).—Rather quiet: quoted prices are unchanged: ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Forward prices continue at last week's higher figures: two cwt., 18s. 10d.; one cwt., 19s. 6d.; 56 lb., 19s. 10½d.; small parcels, 20s. 8d. per lb.

METOL.—Unchanged, quiet: 56 lb., 9s. 6d.; 28 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb., in 7-lb. tins, bottles extra. Wholesale distributors' prices for smaller quantities would be dearer.

MORPHINE SALTS AND DERIVATIVES.—Makers' scales of quantities and prices are steady. Wholesale distributors' prices for small lots would be at higher prices.

PAPAVERINE.—Makers' scales of quantities and prices are steady. Wholesale distributors' prices for small lots would be at higher rates.

PARAFORMALDEHYDE.—Market is steady, business fair: 100 per cent. powder, quantities in kegs, 1s. 3d. to 1s. 4d.; smaller parcels up to 1s. 8d. per lb.

PHENACETIN.—A fair business is being done at present attractive figures, and the market is steadier: crystals, five cwt., 3s. 7½d.; two cwt., 3s. 9d.; 56 lb., 3s. 10½d.; smaller parcels, up to 4s. 3d. per lb.

PHENAZONE.—The scale of prices is still being discounted in some quarters: crystals, five cwt., 9s. 7½d.; two cwt., 10s.; and less, up to 11s. per lb., with powder, 2½d. per lb. extra.

PHENOLPHTHALEIN.—Rather more inquiry with outside competition not so much in evidence: five cwt., 2s. 8d.; two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 3d. per lb.

PHENYL ETHYL BARBITURIC.—Keen competition is the feature of the market; small parcels, 29s. to 30s. per lb., and less for bulk quantities.

POTASSIUM PERMANGANATE (B.P.).—Dealers are doing average business in small parcels, market steady: quantities in two cwt. drums, 9d.; druggists' parcels, 9½d. to 10½d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Spot parcels are cheap compared with forward quotations, which are as follows: two cwt., 6s. 4½d.; one cwt., 6s. 6½d., duty paid, ex wharf.

QUININE SALTS.—Convention prices for these salts are steady: Sulphate, 1s. 11d.; bisulphate, 1s. 11d.; ethyl carbonate, 2s. 6d.; salicylate, 2s. 6½d.; phosphate, 2s. 11½d.; hydrochloride, 2s. 4½d.; bihydrochloride, 2s. 8d.; hydrobromide, 2s. 4½d.; bihydrobromide, 2s. 8d.; valerianate, 2s. 11½d.; hypophosphite, 3s. 2½d.; alkaloid, 2s. 8½d. per oz., carriage paid on bulk quantities.

RESORCIN.—Small business, market unchanged: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., up to 6s. per lb.

SALICYLIC ACID (B.P.).—Market is steady, business quiet: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

SALOL.—Prices continue at a low level, business slow: spot, crystals, two cwt., 3s. 10d.; one cwt., 3s. 11½d.; 56 lb., 4s.; smaller parcels, 4s. 3d. per lb.; powder 2d. per lb. extra.

SANTONIN.—On a competitive market there is a fair amount of business being done; quoted from £19 to £19 5s. per kilo. The tone is steadier and the outlook better.

SODIUM BENZOATE (B.P.).—A steady demand is reported at keen prices: cwt. lots at 1s. 7d.; smaller parcels, up to 2s. per lb.

SODIUM DIETHYLBARBITURATE.—The scale of prices is unchanged: spot, one cwt., 13s.; 56 lb., 13s. 3d.; 28 lb., 13s. 6d.; 14 lb., 13s. 9d.; 7 lb., 14s.; smaller parcels, up to 15s. per lb.

SODIUM SALICYLATE (B.P.).—Market is quoted unchanged, business dull; home trade, powder: one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals one penny per lb. extra.

SULPHONAL.—Forward prices continue at full prices: crystals, two cwt., 14s. 10½d.; one cwt., 15s. 6d.; 56 lb., 15s. 10d.; smaller parcels, up to 17s. per lb., with powder, 2½d. per lb. extra. Some spot offers at cheaper figures.

TARTARIC ACID (B.P. CRYSTALS).—Market is very steady as quoted by home makers at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices barely competitive.

THEOBROMINE.—Continental scales of prices have been advanced and are now back to the figures quoted at October 28 last: pure, 250 lb., 6s. 6½d.; 100 lb., 6s. 8½d.; 50 lb., 6s. 11d.; less than 50 lb., 7s. 1d. per lb. Sodium salicylate, 250 lb., 6s. 4½d.; 100 lb., 6s. 5½d.; 50 lb., 6s. 6½d.; less than 50 lb., 6s. 7½d. per lb., net, carriage paid on minimum 50-lb. lots. Packages from 5 lb. upwards free.

THYMOL.—A small business with quoted rates unchanged: synthetic, fine white, one cwt., 5s.; 56 lb., 5s. 1½d.; 28 lb., 5s. 3d.; 14 lb., 5s. 6d. per lb.; ex ajowan seed, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 28 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

VANILLIN.—A fair business is being done and controlled prices are keeping up: ex guaiacal or clove oil, ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.

### Crude Drugs, etc.

AGAR.—Market has quietened down again: spot, Kobe No. 1, 1s. 11d.; No. 2, 1s. 9d.; Yokohama No. 1, 1s. 9d. per lb.; shipment, Kobe No. 1, 1s. 8d.; No. 2, 1s. 6½d.; Yokohama No. 1, 1s. 6½d. per lb., c.i.f.

BALSAMS.—Dealers are quoting small parcels of *Tolu* on spot at about 2s. 4d. to 2s. 5d. per lb.

BELLADONNA.—Difficult to locate good test root on spot. Leaves are mentioned at about 60s. per cwt., in bond.

BUCHU.—Market continues steady with occasional bale business being done. Rounds, fair to good greens, 10d. to 10½d.; yellowish to medium, 8d. to 9d.; ovals, 7½d. to 8d. per lb., as to quality.

CANTHARIDES.—Some small parcels of Russian flies quoted at 7s. 3d. to 7s. 6d. per lb.

CARDAMOMS.—Aleppy greens are in very limited supply for shipment at 1s. 8d., c.i.f.; spot, 2s. per lb. Bombay seed, 2s. 4d., c.i.f.; 2s. 9d. per lb., c.i.f. At to-day's sales 29 cases Ceylon Mysore offered and four cases of low grades sold at 1s. 7d. to 1s. 9d. Private inquiry for better grades. Market fully steady.

CASCARA SAGRADA.—The shipment market is fully steady on short supplies at 29s. 9d., c.i.f. Small spot parcels of 1933 peel, 37s. per cwt.

CELERY SEEDS.—Dealers are offering small spot lots of new seed at 1s. 7d. per lb., less for bulk quantities.

CHAMOMILES.—Prices continue to soar with but very few lots now offering; quoted firm 310s. to 335s. per cwt., as to quality.

CLOVES.—Business has been rather quiet and forward values are slightly easier. Zanzibar, spot, 5½d.; shipment, January-March, 5d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended January 27 were *nil* and the deliveries 17, leaving a stock of 3,413. From January 1 to date, landings of Zanzibar have been 1,040 and the deliveries 149. Landings of Madagascar for the week ended January 27 were *nil* and the deliveries 21, leaving a stock of 941. From January 1 to date, landings of Madagascar have been *nil* and the deliveries 41 packages.

COCONUT (DESICCATED).—Values are level on the week, business moderate. Spot, fine, 15s. 3d.; medium, 14s. 9d.; shipment, halves, January-February, 14s. 3d.; March, 14s. 6d. per cwt., c.i.f.

COD-LIVER OIL.—Cable from Bergen states that owing to rough weather the commencement of fishing has been delayed. Shipment market quiet but firm at 97s. 6d. per barrel, c.i.f.; spot, in small lots, 135s. per barrel, ex store, duty paid. Newfoundland finest non-freezing medicinal oil, 132s. 6d. per

barrel, ex store. British oil, non-freezing, finest medicinal quality, 115s. per barrel, c.i.f., London.

**DAMIANA LEAVES.**—There has been some spot business and supplies here are now restricted, with the value up to 1s. 4d. per lb.; shipment is firm at about 1s. 2d. per lb., c.i.f.

**DANDELION ROOT.**—Some foreign root on spot is available at about 67s. 6d. per cwt., for small lots.

**ERGOT.**—A steady inquiry with prices fully maintained. Russian not quoted. Spanish, 1s. 8d.; Portuguese, 1s. 7d. per lb., for small spot parcels.

**GELATIN.**—A steady business is being done, with former prices maintained. German gold leaf, 2s. 4d.; silver leaf, 2s. 2d.; bronze leaf, 1s. 10d.; plain label, 1s. 8½d. French, gold leaf, 1s. 10d.; silver leaf, 1s. 8d.; bronze leaf, 1s. 6½d. per lb., in cwt. cases.

**GINGER.**—Jamaican is quoted at about 77s. 6d. to 105s. per cwt., as to quality. West African, spot, 20s.; for arrival, 18s. 9d., c.i.f.

**GUM ACACIA.**—The shipment market is quoted dearer; fair inquiry: spot, Kordofan cleaned sorts, 33s. 6d.; bleached, 65s. to 72s. 6d. per cwt.; shipment, Kordofan cleaned sorts, February-March, 28s. 9d.; April, 29s. 9d. per cwt., c.i.f.

**HENNA LEAVES.**—Supplies are very scarce, and it is difficult to locate any good green leaves. Prices are dear and firm.

**HONEY.**—Spot values for Jamaican are keeping about steady; the volume of business is unimportant. Pale set, up to 50s.; dark amber, about 42s.; dark liquid manufacturing, 39s. per cwt.

**HYDRASTIS.**—Some indication of firmer conditions for shipment with the source not offering at the moment. Spot holders are quoting with reserve in the region of 5s. per lb.

**IPCACUANHA.**—Some occasional spot business is reported, with Matto Grosso about 4s. 4½d. per lb. Minas is at 4s. per lb.

**LIQUORICE ROOT.**—Natural root has been selling at about £15 to £16 per ton.

**MANNA.**—Spot supplies of selected flake, in 1-lb. tins, is steady at 5s. 4d. to 5s. 6d. per lb.

**MENTHOL.**—There is a distinctly firmer tone in this product, particularly for shipment. Business has been good and a fair inquiry continues; goods afloat have been in request. K/S brands, spot, 9s. 3d. to 9s. 4½d. per lb., and less for bulk quantities. Shipment, re-sellers, January-March, 8s. 1½d.; March-April, 8s. 1½d. per lb., c.i.f. Japanese shippers are firm at 8s. 4½d., c.i.f.

**MERCURY.**—Last week's advance is maintained and business has been on a satisfactory scale. Spanish-Italian, spot, £9 16s. per bottle, ex store; shipment, on the basis of 48 dollars, f.o.b. Continent.

**OPIUM.**—The market is unchanged, continuing very firm. Shipment is nominal at fully 1s. 3d. per unit, c.i.f. Spot holders are very reserved and their price would be not less than 1s. 5d. per unit, landed and duty paid.

**PEPPER.**—Quoted values are about level on the week, business has been quieter. Lampong, spot, 5½d.; shipment, January-March, 4½d.; March-May, 4½d. per lb., c.i.f. Tellicherry, spot, 5½d.; shipment, March-May, 46s., c.i.f. Aleppy, spot, 5½d.; shipment, March-May, 43s. 6d., c.i.f. White Muntok, spot, 8½d.; shipment, January-March, 7½d.; March-May, 7½d.; April-June, 7½d., c.i.f.; May delivery, 8½d. per lb.

**PIMENTO.**—Market has been quieter and is quoted slightly easier. Spot, 3½d. per lb.; afloat, 28s.; March, 29s. per cwt., c.i.f.

**QUASSIA CHIPS.**—Dealers are quoting spot supplies in the region of 20s. per cwt.

**QUILLAIA BARK.**—Occasional business. Whole bark, 20s., and crushed at 28s. 6d. per cwt., spot.

**RUBBER.**—After further advances values are slightly lower than the best, but show an increase on the week. Standard ribbed smoked sheet, spot, 4½d.; February, 4½d.; March, 4½d.; April-June, 4½d.; July-September, 4½d.; October-December, 4½d. per lb.

**SAFFRON.**—Business is about average, market steady: spot, prime B.P., 49s. 6d.; extra B.P., 48s. 6d.; super B.P., 45s. 6d. per lb., and slightly less for bulk quantities

**SARSAPARILLA.**—Dealers are doing a few spot orders at former rates: spot, native mixed colours, 1s. to 1s. 1d.; grey Jamaican, 1s. 8d. to 1s. 9d. per lb., as to quantity.

**SEEDS.—ANISE.**—Spot, Spanish, 62s. 6d.; Bulgarian, 42s. 6d., duty paid. **CANARY.**—Market still rising. Mazagan on spot sold at 20s.; for shipment, 16s. 6d., c.i.f. **CARAWAY.**—Market a little better. Dutch sold at 49s., duty paid.

**CORIANDER.**—Prices still increasing. Morocco on spot offering only in small lots at 19s. 6d., in bond, or 21s. 6d., duty paid. Business done for shipment at 18s. 3d., c.i.f. **CUMIN.**—Morocco for shipment quoted only at 65s. c.i.f.; Malta on spot selling at 67s. 6d. Price expected to go dearer. **FENUGREEK.**—Tunisian, 15s., spot; Morocco sold at 13s., spot, and for shipment £10 10s. per ton, c.i.f., quoted. **MUSTARD.**—Quiet. English, 20s. to 30s., according to quality.

**SENEGA.**—There is still very little call for this article. Spot, 1s. 4½d.; shipment, 1s. 3½d. per lb., c.i.f.

**SENNA.**—Inquiry continues good for all grades of Tinnevely and Alexandrian leaves and pods, with some holders now quoting advanced rates. The market for best quality Tinnevely leaves appears to be very bare and a tight position is likely to be seen before the arrivals of new crop some months ahead. Spot supplies of prime quality offer as follows:—Bold selected, 9d.; No. 1, 6d.; No. 2, 4d.; No. 3, 3½d., with off-coloured parcels available at cheaper prices. There has been some covering in manufacturing Tinnevely pods, and one or two parcels which were offering on spot at prices barely covering cost of production have been withdrawn. Alexandrian pods: Supplies of really fine bold sound are badly needed, and a few cases of good quality have been quickly cleared at 3s. 6d. per lb., duty paid. Fair quality offered at 2s. 6d. to 2s. 9d., with No. 2 grade available at 1s. 6d. to 2s. per lb. Manufacturing grades are a better market, and holders in some instances are preferring to await developments rather than sell at recent low levels.

**SHELLAC.**—Values have been irregular this week. Spot, standard TN orange, 90s. to 94s.; fine orange, 100s. to 135s.; pure button, 107s. 6d. per cwt. For delivery, TN, March, 94s.; May, 93s. For shipment, February-March, 87s., c.i.f.

**STRAMONIUM LEAVES.**—Supplies are running out on spot, with the value about 84s. per cwt.

**TRAGACANTH.**—There has been a good demand for grades ranging from £18 to £25 per cwt. this week. The low qualities at 60s. to 70s. per cwt. are firmly held. The general tone continues firm at the recent advances.

**WAX (VARIOUS).**—Fatty and chalky grey Carnauba are again dearer; other grades are very steady. All BEES' wax is quoted steady, with Dar-es-Salaam tending dearer. **CARNAUBA**, fatty grey and chalky grey, 85s., duty paid; 77s. in bond; shipment, January-February, 75s., c.i.f. Primeira, limited offerings on spot at 160s., duty paid; 135s. afloat, and for January-February shipment, 130s., c.i.f. Mediana, spot supplies limited; quoted at 145s., duty paid, 130s. afloat, and 127s. 6d., c.i.f., January-February shipment. **BEES'**, Dar-es-Salaam, 92s. 6d., ex store. Shippers report no stocks available at origin, nominal at 88s., c.i.f. Abyssinian, spot, 92s. 6d.; 82s., c.i.f. Benguella, 92s. 6d., duty paid, and 84s., c.i.f.

### Essential Oils, etc.

THERE has been rather more inquiry about this week. The general tone is fairly steady with a number of shipment markets firm. Japanese peppermint has been moving well, with prices recovering on a firm market. Spanish spike is a strong market.

**ALMOND.**—English, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d. per lb. Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb.

**APRICOT KERNEL.**—English makers are quoting cwt. lots at 1s. 4d. and up to 1s. 6d. per lb. for small parcels.

**ANGELICA.**—Continental prices for root oil are about 200s. per lb., and for seed oil about 465s. per lb., c.i.f. These prices show a substantial advance and higher prices are anticipated.

**ANISE (STAR).**—Market has been very quiet: spot, "Red Ship," in leads, 1s. 10½d.; in tins, 1s. 8½d.; in drums, 1s. 7½d.; shipment, in leads, 1s. 8d.; in tins, 1s. 6d.; in drums, 1s. 5½d. per lb., c.i.f.

**BERGAMOT.**—Some of the better brands are quoted dearer for shipment of new crop at close up to 6s., while others are at about 5s. 6d. c.i.f. Spot oil is quoted in the region of 6s. per lb., spot. Business seems to have been poor.

**BOIS DE ROSE.**—Interest in the Brazilian product is small, with spot holders selling at about 4s. 8d. per lb. Shipment is nominal, with nothing of importance offering.

**CAJUPUT.**—B.P. 1932 oil is steady at 2s. 1½d. to 2s. 6d., as to quantity; green, 1s. 10½d. to 2s. per lb. Market dull.

**CANANGA.**—Very little inquiry. Small spot lots, up to 8s. 6d. per lb.; shipment is in the region of 6s. 6d. per lb., c.i.f.

**CARAWAY.**—English made oil is steady at about 9s. 3d. per lb. Dutch is quoted in the region of 9s. 6d. and Continental about 9s. 3d. per lb.

**CASSIA.**—The shipment market is firmer at about 3s. 1½d. per lb., c.i.f. It is difficult to locate any good quality oil on spot; value would be about 3s. 9d. per lb.

**CEDARWOOD.**—The American oil is quoted rather cheaper, with bulk lots in drums about 1s. 3½d., c.i.f., and spot about 1s. 6½d. per lb. Empire oil on spot is about 1s. 5d. per lb., in drums.

**CINNAMON LEAF.**—Spot prices are from 2s. 11d. to 3s. 3d. per lb., as to quantity, with a small business passing.

**CITRONELLA.**—These markets are keeping fairly steady, but business is not of much account: Java, shipment, 1s. 4½d. per lb., c.i.f. Ceylon, about 1s. 3d. per lb., c.i.f., for fair quantities.

**CLOVE.**—Reports indicate Madagascar is better with shipment now at about 2s. 3d., c.i.f. Spot, B.P. oil, 3s. 5d. to 3s. 7d. per lb., as to quality. English-made B.P., 3s. 8d. to 3s. 11d. per lb.

**EUCALYPTUS.**—A very fair inquiry is reported for the Empire oil. 70 to 75 per cent., 1s. to 1s. 1d.; 80 to 85 per cent., 1s. 1d. to 1s. 1½d. per lb., landed. Spanish, 70 to 75 per cent., 1s. 2d. per lb.

**GERANIUM.**—There is very little interest in Bourbon, with shipment at about 19s. 6d. per lb., c.i.f. Algerian is very firm and short at 24s. per lb., c.i.f.

**GINGERGRASS.**—Market remains dull. Spot, 5s. to 5s. 2d.; shipment steady at about 4s. 6d. per lb., c.i.f.

**JUNIPER BERRY.**—Dealers' prices range from 2s. 11d. to 3s. 6d. per lb., as to quality and quantity.

**LAVENDER.**—Unofficial reports from origin state that about 2,000 kilos. of 38 to 40 per cent. remain with the producers of the 35,000 kilos. distilled last season. Finest brands of French are quoted at about 12s. 9d. to 13s. 6d. per lb., landed.

**LEMON.**—The shipment offers for Sicilian are becoming irregular with some offers at very low figures, while the brands of genuine hand-pressed are fully maintained from 3s. 9d. per lb., c.i.f. Business for this market is slow. Spot oil is quoted at about 4s. to 4s. 3d. per lb. Californian, in large drums, 48 cents; in small drums, 49 cents per lb., spot.

**LEMONGRASS.**—There has been a lull in the market, but shippers' prices are held at 4s. 1d. to 4s. 2d. per lb., c.i.f. Profit-takers quoting spot at about 4s. per lb.

**LIME.**—Market is dull, with spot offers of small parcels now at about 28s. to 30s. per lb.

**MANDARIN.**—Dealers' prices for spot parcels of genuine oil are held at about 15s. 6d. to 16s. per lb., as to quantity.

**ORANGE.**—Market is badly neglected. Sicilian sweet is irregular for shipment in the region of 5s., c.i.f., with bitter oil about 4s. 1d., c.i.f. French Guinea oil is offering at very attractive figures, but there is little inquiry at the moment. Californian, spot, one case, 61 cents; two or more cases, 56 cents per lb.

**ORRIS.**—English-made concrete is now steady at the slightly cheaper prices of 15s. to 19s. per oz., as to quantity.

**PALMAROSA.**—Market has been dull; spot, 6s. to 6s. 3d.; shipment, 5s. 6d. per lb., c.i.f., in bulk.

**PATCHOULI.**—English-made oil is steady round 20s. per lb. Dealers are offering Singapore at about 6s. 6d. to 6s. 9d. per lb., as to quantity.

**PEPPERMINT.**—There has been much more interest this week and the tone is firm at the advance. A good deal of the oil afloat has been cleared. Spot, 3s. 1½d. to 3s. 2d.; shipment, re-sellers, January-March, 3s.; April-June, 3s. per lb., c.i.f. Japanese shippers firm at 3s. 3d. to 3s. 4d. per lb., c.i.f., and they are not anxious to sell oil unless menthol is taken with it. American natural oil is a strong market, and is quoted dearer at fully 2 dollars 65 cents per lb., c.i.f., in drums.

**PEITGRAIN.**—Shipment is a point cheaper this week at 3s. 10d. to 3s. 11d. per lb., c.i.f.; spot parcels, about 4s. 6d. per lb.

**ROSEMARY.**—Occasional business, with dealers' prices for Spanish from 1s. 5½d. for bulk lots up to 1s. 10d. per lb. for small lots. French, 2s. 9d. to 2s. 10½d. per lb.

**SANDALWOOD.**—English distilled East Indian is quoted from 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Genuine Mysore East Indian, 20s. per lb.

**SPEARMINT.**—It is difficult to obtain quotations from shippers, and the price is nominal on a firm market. Spot, 6s. 3d. to 6s. 6d. per lb.

**SPIKE.**—The shipment market for Spanish continues firm, and it is difficult to obtain offers. Spot prices vary somewhat, but the best oil is held for 6s. 6d. to 6s. 9d. per lb., for small lots.

**WORMSEED.**—Rather steadier but still in quiet demand. Spot, 9s. 6d.; shipment, 8s. per lb., c.i.f.

## Commercial Notes

**AMERICAN MERCURY IMPORTS, 1933.**—It is reported that imports from all sources into the United States during 1933 amounted to approximately 23,000 bottles.

**COSMETICS IN CANADA.**—It is proposed to amend during the forthcoming Canadian parliamentary session the Pure Food and Drug Act to include cosmetics under the same supervision as proprietary medicines and drugs.

**FINLAND IMPORTS OF U.K. CHEMICALS, ETC.**—The value of U.K. chemicals shipped to Finland during the period January-November, 1933, was 17,500,000 F. marks, compared with 16,700,000 F. marks for the same period of 1932.

**ARGENTINE CHEMICALS, ETC., IMPORTS.**—Imports of chemicals of all descriptions, oils and paints, for the period January-October, 1933, amounted to 26,252,774 gold dollars, compared with 22,750,441 gold dollars for the same period of 1932.

**CANADIAN CHEMICAL IMPORTS.**—While Canadian imports of chemicals decreased by 16 per cent. during January-September, 1933, the value of such goods from the U.K. increased 11 per cent. The improvement in Empire trade is considered to be due to the Ottawa Agreements.

**ARGENTINE IMPORT TAX.**—The additional import duty of 10 per cent. *ad valorem* on imports into the Argentine is to be continued for the time being; the Argentine Government undertaking to modify or cancel this additional tax as soon as financial circumstances permit. The tax was imposed as an emergency measure in October, 1931.

**PROPRIETARY MEDICINES IN DOMINICA.**—A law has recently been enacted to the effect that every patent or proprietary drug or medicine, or drug sold under a specific name, whether imported or manufactured in the Republic, must be registered with the Public Health Department along with its formula, and pay an annual tax of \$10 for registration. This law will tend to reduce the number of medicines known under specific or trade names hitherto sold in this country.

**U.K. IMPORT VALUES COMPARED, 1930-1933.**—Taking the year 1930 as a basis of 100 for values, the Board of Trade import statistics for chemicals, drugs, dyes and colours for 1933 show that the average "declared" values of imports of these commodities during 1933 was 93.5 compared with those of 1930. Actually the total value of imports during 1933 was £9,815,000, which, on the values ruling in 1930, would have amounted to £10,496,000. The average values of imports of all classes of merchandise during 1933 was 71.4 compared with the values in 1930.

**U.K. EXPORT VALUES COMPARED, 1930-1933.**—Taking the year 1930 as a basis of 100 for values, the Board of Trade export statistics for chemicals, drugs, dyes and colours for 1933 show that the average values of exports of these commodities during 1933 was 73.9 compared with those of 1930. Actually the total value of exports during 1933 was £17,518,000, which, on the average values of 1930, would have amounted to £19,872,000. The average values of exports of all classes of merchandise during 1933 was 82.1 compared with the values in 1930.

**WORLD RUBBER STATISTICS, 1933.**—Total shipments of plantation rubber (excluding latex) from all sources during 1933 was 814,700 tons, compared with 691,400 tons in 1932 and 773,100 tons in 1931. World consumption in 1933 is estimated at 802,000 tons, compared with 685,000 tons in 1932 and 677,000 tons in 1931. America consumed 406,000 tons in 1933 (332,000 in 1932 and 349,000 tons in 1931), United Kingdom, 79,500 tons in 1933 (79,000 in 1932 and 76,600 tons in 1931). World stocks at the end of 1933 amounted to 538,517 tons, compared with 548,821 tons in 1932 and 546,725 tons at the close of 1931. Total of all stocks in Malaya, December, 1933, was 87,185 tons, compared with 77,024 tons in 1932 and 96,657 tons at the end of 1931.

**WORLD TRADE IN CHEMICALS.**—The international trade in chemicals for the leading producing and consuming countries for the nine months January-September, 1933, shows a general world improvement. The chief figures are as follows, showing the increase or decrease in value compared with the same period of 1932. Germany: imports increased 10 per cent.; exports increased 7 per cent. United States: imports increased 11 per cent.; exports increased 6 per cent. United Kingdom: imports decreased 2 per cent.; exports increased 3 per cent. France: imports unchanged; exports increased 14 per cent. Belgium: imports increased 22 per cent.; exports increased 21 per cent. Switzerland: imports increased 7 per cent.; exports increased 21 per cent. Japan: imports increased 17 per cent.; exports increased 35 per cent.

# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## Psychoanalysis and Salesmanship

SIR,—Mr. Owen's article on "Psychoanalysis and Salesmanship" in your issue of January 13, and the comments on it by "Persuadeo" last week, made interesting reading. Now psychoanalysis means one of two things. Either it is applied to the body of knowledge brought into being by the work of Freud and his followers, or it refers to the technique (also originated by Freud) which is applied not only to the study of human behaviour, but to subjects as diverse as sociology, law, criminology, anthropology, folk-lore, etc. In so far as it is employed to throw light on problems of individual psychology, psychoanalysis demands, as its name implies, the use of this technique, i.e., an actual analysis, a fact which both your correspondents appear to have overlooked. It is impossible in a short space to give any adequate idea of what an analysis involves, but it is sufficient for our purpose to point out that a considerable amount of time is consumed in elucidating even minor problems of behaviour. It is also essential, if the conclusions arrived at are to have any validity, that the psychoanalyst should have a considerable amount of clinical experience in addition to the expert knowledge which the technique demands. When, therefore, your correspondent advises a knowledge "however elementary, if it be sound" as an aid to salesmanship he is forgetting two things. First, that for practical purposes there can be no such thing as a sound but elementary knowledge of this subject; and secondly, that there is no opportunity of turning whatever knowledge one may possess to practical account except in a purely superficial way, unless one's customers are willing to submit to an analysis. After pointing out quite correctly that psychoanalysis postulates that no human action is quite accidental, causeless or haphazard, no matter how much it may seem so, your correspondent goes on to say by way of illustration that if a customer enters a shop, makes a few purchases, departs but "forgets" to pick up his or her umbrella, the unconscious motive of this apparently causeless action is to bring the customer back to the shop. "You may be quite sure that if your customer behaves in this way he is far from hostile towards you." Now this is an entire misreading of the situation. Psychoanalysis is, of course, concerned with the deeper motives which underlie human behaviour; but a superficial analysis might bring out among many possible alternatives, any of the following:—

(1) That the customer has an unconscious motive for wanting to come back to the shop which may or may not be connected with the pharmacist, and which might even be compatible with actual (unconscious) hostility towards him.

(2) That the customer had some unconscious motive for losing the umbrella (in which case he would probably not return to the shop at all).

(3) That the customer had a general tendency to leave his personal belongings about, a tendency which, of course, would again be unconsciously motivated.

It will be clear that we are by no means justified in supposing the customer to be attracted by either the pharmacy or the pharmacist merely because he forgets his umbrella. Indeed, it hardly needs psychoanalysis to tell us this! Mr. Owen further informs us that psychoanalysts tell us to beware of people who forget our names. Here again, precisely the same line of reasoning applies. First, without analysis we cannot be sure of the unconscious motive which results in our name being forgotten. Secondly, there are so many possible explanations besides hostility that it would certainly be unwise to suppose that any hostility existed. Psychoanalytical generalisations, which everyone but a psychoanalyst is apt to indulge in, are particularly fascinating because they almost invariably appear to throw light on the conduct of people we know or have met. It is always flattering to our sense of superiority to believe

that we can "see through" our fellow creatures while (no doubt) remaining inscrutable sphinxes ourselves. For instance, when Mr. Owen points out that people who are undersized are notoriously truculent and assertive, ostentatious and boastful, we recognise at once that this is actually true of very many undersized people. We must, however, not be misled into supposing that all small people are ostentatious and boastful, which is certainly not the case, and we must not forget also that people of normal stature often possess these rather unpleasant qualities to a remarkable degree. It must further be borne in mind that even if we find a small person to possess these attributes, only an analysis could determine whether they were due to his small size or not. Smallness by no means always results in an "inferiority complex," and according to Freud is never the sole cause. A last word deserves to be said about your correspondent's hint that the best method of establishing friendly relations with a "big" man is by means of judicious chaff. This is at best only a half truth, and we would be ill-advised to throw our common sense and intuition to the winds for one of your correspondent's "safe" rules of psychoanalysis. The fact is that there are no such safe rules, the human mind being much too complex an affair for that. While agreeing, therefore, with your correspondent that this subject is worthy of the serious attention of every educated man, in view of the light that it throws on many aspects of life and behaviour, let us remember that it is one thing to be acquainted with the broad principles of psychoanalysis and another to practise its complex technique, which, as in the case of every science worthy of the name, is a matter for the expert.—Yours, etc.

T. MAWDSLEY.

Manchester.

## A Medical Menace

SIR,—The letters you have printed recently, relating to the "public" medical services, show the overwhelming desire of pharmacists to play their proper part in these schemes, and the importance with which this matter is regarded. A P.M.S. propaganda meeting was held in Brighton a year ago, to which pharmacists were invited. Immediately afterwards the Pharmaceutical Committee wrote offering help, asking for representation on the new committee. As far as I know, nothing has yet transpired; possibly the scheme is still hatching. Certainly no invitation to co-operate has been received. Local action is not sufficient; we must get the Council to interest itself and act, as it did when National Health Insurance was first considered. Whatever is done should be done with the whole weight of official pharmacy behind it, if it is to be of any use. May I suggest that local branches should have on the agenda for their next meeting some such resolution as "That the Pharmaceutical Society should offer to co-operate with the organisers of medical service schemes and send a representative to confer with them"? If this should prove insufficient, then the only alternative will be to press for a departmental inquiry into dispensing. . . .—Yours faithfully,

EDGAR JONES.

Brighton.

## Irish Free State Registered Druggists

SIR,—I must apologise for again using the columns of the *C. & D.* to reply to Mr. Darlington. In the first instance I wish to point out that it is manifestly absurd for Mr. Darlington to refer to Section 17 of the Amendment Act as the positive law authorising a registered druggist to do anything. Anyone reading this section and exercising either reason or intelligence will see that it is concerned with making obligatory the personal carrying out of certain duties by persons who already possess certain rights. Secondly, I wish to explain that by

"reason" I mean that objective thing defined as "the power or faculty of understanding and inferring and the normal exercise of this faculty," and I am sure even Mr. Darlington will admit that he did not exercise this faculty in interpreting Section 17 of the 1890 Act. The meaning and purpose of this section are so clear that I consider it fatuous to make further reference to it. Thirdly, I have never questioned a druggist's right to retail poisons, but I certainly do question his competency to take charge of the wholesale manufacturing or compounding of poisons. I appealed to a section of the Amendment Act to support my contention that a druggist is not "qualified" to undertake this kind of work, and by "qualified" I mean properly trained. As it is obviously impossible to keep Mr. Darlington to this point and prevent his wriggling off to his own favourite battle grounds—retailing rights, examination papers, and so forth—I will conclude by stating that no useful purpose can be served by prolonging a controversy with a person who misreads and misunderstands almost every word and phrase written by his opponent.—Yours truly,

J. A. O'ROURKE.

Dun Laoghaire.

### The Law and Our Bread and Butter

SIR,—The address given by Mr. Mallinson to the North London Pharmaceutical Association on "The Union and the Act" (*C. & D.*, January 20, p. 61) differs from all other addresses on the Pharmacy and Poisons Act which I have read. It will come as a surprise to many chemists, although they are supposed to be familiar with the law relating to pharmacy, to find that they are governed by three dozen Acts of Parliament, and a further shock that they may infringe thirty of them without knowing of their existence. But it is when Mr. Mallinson spoke of the future relationship of the Union and the Pharmaceutical Society that he provided us with most food for reflection. The Society now becomes our taskmaster, a totally different conception from that of its original founders, one of whose objects was the protection of the chemist in business. The Society is bound by the Act as much as its members, and must see that its provisions are carried out. The medical and legal professions have disciplinary powers over their members, but they only take action on the ground of unprofessional conduct, a different position altogether. The question now arises whether the time has arrived when the Executive of the Union and the Council of the Society should be two distinct bodies, and no man should be eligible to sit on both at one and the same time. The question asked during the discussion whether a shop could be left open for the sale of drugs during the temporary absence of the chemist shows the difficulty of construing the meaning of the clauses.—Faithfully yours,

POST CIBOS (30/1).

### Youth and the Welfare of Pharmacy

SIR,—Xrayser, in your issue of January 27, truly remarks (p. 87) that the "proportion of pharmacists" present at the festive gatherings is a small one; and generally speaking this small proportion includes many faces one never sees at the association business meetings. Surely this state alone should cause us seriously to consider the address by Mr. E. N. Browne, referred to on the same page. In pharmacy we are particularly grateful for the efforts of such men as (the late) Sir William Glyn-Jones, Messrs. S. N. Pickard, P. F. Rowsell and many others. They were not content with the state of affairs, neither did they leave it—as advocated by Xrayser—to the "structure already erected" but pressed ahead and brought into being such organisations as the P.A.T.A., C.D.A., etc.; yet a reference to the Register shows these men had then only qualified five, six and ten years respectively. Some twenty-two years ago a younger pharmacist with a certificate only seven years old, saw the desirability of new organisations in London. As a result Metropolitan pharmacy owes a debt of gratitude to Mr. G. A. Tocher in that he did not shelve his ideas until his "more effective years." Many other names could be quoted in this connection.—Yours faithfully,

THREE MUSKETEERS (30/1).

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

J. C. C. (22/12).—ROUGE PASTE.—The following is a formula for a rouge paste of the vanishing cream type:—

Stearic acid	...	...	4 oz.
Solution of ammonia (0.880)	...	...	1½ dr.
Water	...	...	16 oz.
Glycerin	...	...	2 oz.
Erythrosin	...	...	20-30 gr.

Use half the water for making the vanishing cream. Dissolve the colour in the remainder and add to the cream. Incorporate the glycerin last. If a darker tint is desired add 2 to 4 grains of safranin.

The formula below is for the greasy type of rouge paste, a paraffin cold cream containing a reduced amount of water:—

White wax	...	...	1½ oz.
Lanolin	...	...	½ oz.
Soft paraffin	...	...	1 oz.
Liquid paraffin	...	...	½ oz.
Water	...	...	1 oz.
Borax	...	...	8 gr.
Erythrosin	...	...	10-20 gr.

Dissolve the erythrosin in hot water, add the borax and prepare in the usual manner.

L. F. (11/18).—NAIL VARNISH.—The use of synthetic camphor in the manufacture of celluloid is partly responsible for formulas of the kind you mention being abandoned. An alternative recipe is as follows:—

Cellulose acetate, or	...	...	3 iiss.
Nitro cellulose	...	...	3 iiss.
Acetone	...	...	3 xx.
Amyl acetate	...	...	3 xij.
Sandarac	...	...	3 j.
Castor oil	...	...	3 ss.
Camphor	...	...	3 ss.

Suitable dyes for colouring are:—*Pink*, phloxine, gr. iss.; *Rose*, phloxine, gr. iij.; safranin, gr. j. Dissolve the sandarac in the amyl acetate. The pearl effect is obtained by the use of fish-scale essence, and one and a half ounce (about) will be required for the above quantities. After having been applied for a few days colourless varnishes are apt to turn brown. Light affects most colourless lacquers. The addition of a little camphor is a help against this discoloration. Using eosine as a means of obtaining the tint is also the source of trouble in the pale colour.

## Retrospect of Fifty Years Ago

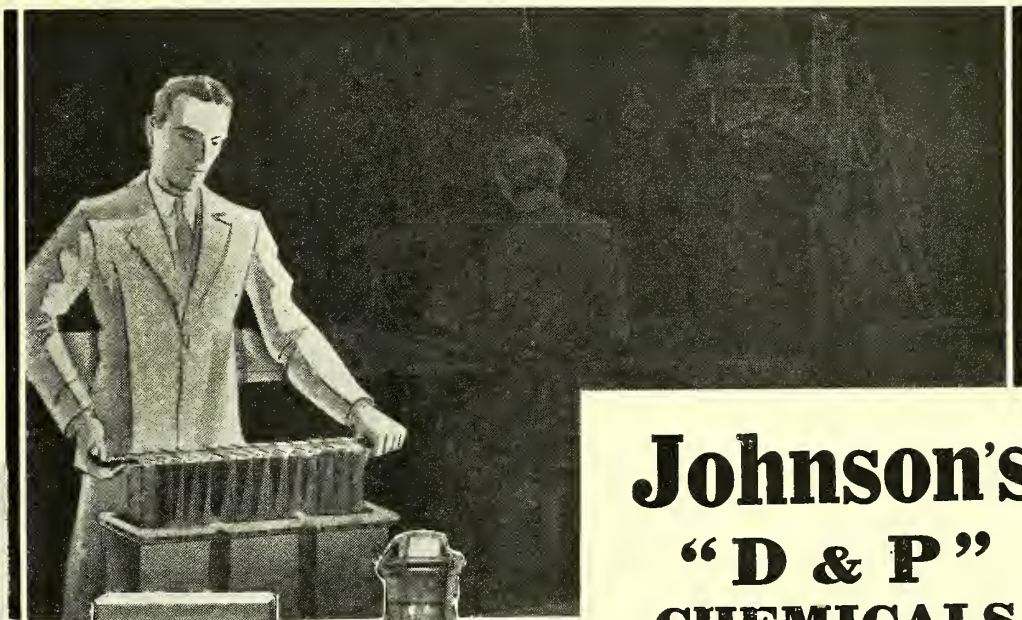
Reprinted from

"The Chemist and Druggist," February 15, 1884

### Huxley on Counter Prescribing

IN the February number of the "Nineteenth Century" appears an article by Professor [T. H.] Huxley on "The State and the Medical Profession" . . . :—

"The general practitioner, whose medical training has cost him a good deal of time and money, trying to make both ends meet on a poor practice, finds that many potential patients, whose small fees would be welcome as the little that helps, prefer to go and get their shilling's worth of 'doctor's stuff' and advice from the chemist and druggist round the corner. . . . The general practitioner thinks this is very hard upon him and ought to be stopped. It is perhaps natural that he should think so, though it would be difficult for him to justify his opinion on any ground of public policy. But the question is really not worth discussion, as it is obvious that it would be utterly impracticable to stop such practice 'over the counter,' even if it were desirable to do so. Is a man who has had a sudden attack of pain in tooth or stomach not to be permitted to go to the nearest druggist's shop and ask for something that would relieve him? The notion is preposterous."



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is made by sublimation, and is warranted to contain upwards of

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Sugar-coated Quinine Tablets and Pills.

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INCORPORATING GEO. ATKINSON  
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**CAFFEDRIN**

(DUNCAN)

*Each fluid drachm contains—*

Caffein. Iodid. . . . 7½ grs.

Ephedrin. Hcl. . . . ⅛ gr.

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Caffedrin (Duncan) is recommended as a Cardiac and Respiratory Tonic and is indicated in cases of Asthma, Chronic Bronchitis, &c.

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*Each fluid drachm contains—*

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A pleasantly flavoured preparation which has given good results in the treatment of Asthma, Whooping Cough, &c.

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**HEARTSHAPE TABLETS**BISMUTH INDIGESTION  
IN BULK OR IN PACKETS**B B  
BEST**

B.B. Heartshape tablets are warranted to be the very purest and most palatable obtainable. We are doing a big trade with Chemists all over the country, who are able to handle a line that is always a ready seller, and which is assured of a really good "repeat" business. By packing these tablets yourself you may obtain up to 200% profit.

**B B  
BEST****BULK PRICES—**

1 lb., 1/9      14 lbs., 1/7      28 lbs., 1/6  
(50 2-oz. cartons supplied with every 14 lbs.)

Packed in 2-oz. cartons. Own name overprinted on gross lots  
1 doz., 3/6      1 gross, 36/-

Each packet neatly wrapped in Cellophane, 39/- per gross

*PARTICULARS OF BONUS OFFER ON REQUEST*

Attractive showcards are supplied with all orders

Specialists in Compressed Medicinal Tablets  
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**THE WORLD RENOWNED  
"PREMIER" TABLET MACHINE**

We are the sole manufacturers of this improved machine. Compresses tablets that are equal in every respect to those produced on the more expensive power machines. Full instruction for preparing powders for compression given with each machine.

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PRICE, complete with punches and die, £15 10s.

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**Pills + Tablets + Capsules**

With our up-to-date Automatic Pill Machines, Rotary Tablet and Capsule Apparatus we can cope with ANY SIZED ORDER

**KEEN PRICES!****QUALITY GUARANTEED**

We hold stock of all the principal  
**B.P. & B.P.C. PILLS**  
and **N.F. TABLETS** and  
**CAPSULES**

*Write for Samples and Prices to*

**HOWARD LLOYD & CO., LTD.**Manufacturing Chemists, **LEICESTER**

# CONDY'S FLUID

Announces a  
**NEW 1/- SIZE**

WITH  
**SPECIAL  
BONUS  
TERMS**



On orders for 1 dozen Condy's Fluid one small size will be sent FREE in each dozen

On orders for 3 dozen Condy's Fluid one small size will be sent FREE in each dozen and an additional 2½% discount Cash in 30 days will be allowed

*Carriage Paid*

CONDY'S FLUID IS NOW OFFERED FOR THE FIRST TIME IN A POPULAR 1/- SIZE, PACKED IN A MODERN STYLE AND STRONGLY SUPPORTED BY NATIONAL ADVERTISING

*TRADE TERMS :*

RETAIL 1/- per bottle  
WHOLESALE 9/6 per dozen  
RETAIL 1/6 per bottle  
WHOLESALE 14/4 per dozen

*Packed in outers of  
1 dozen or 3 dozen*

**ASSORTED PARCELS**

To meet the convenience of the smaller buyer, Pharmaceutical Products Ltd. have arranged Special Bonus Parcels to include other products for which they are distributors. Bonus Terms will apply providing a minimum of 1 dozen 1/- Condy's Fluid are ordered. Orders made up to the equivalent of 3 dozen small size may include 1/3 MEDILAX and/or 1/3 DR. JENNER'S ABSORBENT Brand LOZENGES

**NEW SHOWCARDS** available  
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**Pharmaceutical Products Ltd.**

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**Abbotts Laboratories of  
MONTREAL CANADA**

**NEMBUTAL 844** (Hypnotic), **METAPHEN**  
(Mercury Compound), **HALIVER OIL**  
etc., etc.

*West End Depot for Urgent Supplies*

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*For fuller particulars apply  
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**Send Your Order  
Early and Secure  
the Full Benefit of  
National Advertising**

Manufactured by Condy & Mitchell Ltd.

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# FERBERS

## MEDICINAL GELATINE CAPSULES

**AMMONIATED QUININE CAPSULES, 60m.**  
Packed in Decorated Tins, in Attractive Show Outers.  
No. 378. 10/6 per doz. tins.

**BLAUD'S CAPSULES**  
All combinations packed in best style.

**BLENOSAN CAPSULES**  
Santal Oil and Oleo Resin Kava Kava Comp.  
No. 169. (Minimum Retail 4/6). 36/- per doz. tins.

**CARBON TETRACHLORIDE CAPSULES**  
Specially purified, free from Sulphur.  
**CASTOR-OIL CAPSULES**  
No. 197. 24 × 15 m. 7/9 per doz.

**CHILBLAIN CAPSULES**  
Calcium Lactate, 5 grs.  
In boxes of 24. 7/3 per doz.

**CINNAMON & QUININE CAPSULES**  
Packed in Decorated Tins, in Attractive Show Outers.  
No. 379. 10/6 per doz. tins.

**COD-LIVER OIL CAPSULES**  
No. 214. 24 × 15 m. 8/- per doz.

**DOG CAPSULES**

Aperient	Antibilious	Alterative
Diarrhoea	Cough	Condition
Mange	Epilepsy and Chorea	Distemper
Worm	Tonic	Rheumatic

For Medium and Large Dogs, 8/6 per doz. tubes.  
For Puppies and Fancy Dogs, 6/6 per doz. tubes.

**FERBER CAPSULE No. 600**  
Containing Blaud's equal to 2 pills. Arsenical Solution 2 minims.  
Ext. Nucis Vom. ½ grain. Phenolphthalein ½ grain.  
Packed 100 in decorated tins. 31/- per doz. tins.  
Minimum Retail 5/- per tin.

**HALIBUT LIVER OIL CAPSULES**  
Packed in Decorated Tins, in Attractive Show Outers.  
No. 290. 24 × 3 m. 9/- per doz. tins.

**HALIBUT LIVER OIL CAPSULES WITH VIOSTEROL 250 D**  
Standardised to a Vitamin A potency 60 times that of the finest Cod Liver Oil with the addition of Viosterol to increase the Vitamin D content to 250 D.  
Packed in Decorated Tins, in Attractive Show Outers.  
No. 291. 24 × 3 m. 18/6 per doz. tins.

**OPHTHALMIC CAPSULES**

Hydrarg. Ox. Flav. 1%	Atropin 1%
" Acid " 10% " 2%	Argyrol 1%
	Protargol 1%

In boxes of 3, 12/6 per doz. boxes.  
In boxes of 6, 18/6 per doz. boxes.

**SANTAL OIL CAPSULES**

No. 393. Tins, each 24 × 10 drops.	18/6 per doz.
No. 392. Tins, each 24 × 10 minims.	22/- per doz.

**SANTAL PERLES**  
No. 428. Bottles, each 36 × 5 m. 21/9 per doz. bottles.

**SPECIAL CAPSULES FOR LADIES**  
Packed in Decorated Tins, in Attractive Show Outers.  
No. 109. Apiol, Aloes and Iron. 9/- per doz. tins.  
Etc., Etc.

**ROBERT FERBER LTD.**  
Carlton Works, Asylum Road  
LONDON, S.E.15



**THREE BEES BRAND**

We wish to thank our customers for the ready response to our offer to supply their own prices printed on our "Three Bees" showcards, and to ask their indulgence for any delay created by the gratifying demand evoked by this service.

*Particulars of this Packed Goods Series from*

**BAISS BROTHERS & CO., LTD.,**  
174/6 GRANGE ROAD,  
BERMONDSEY, S.E.1

Telephone: BERmondsey 1301      Telegrams: "Ipecac" London



# Paraffinum Liquidum

# Liquidum

## B.P.

ALL GRADES  
SAMPLES & PRICES

On application to —

# STERN'S LTD

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Telephone: National 7644 (7 lines).      **WHOLESALE ONLY**  
Telegrams: "Centumvir, Phone, London."



PURE  
CHINA TEA

GOOD JUDGES CHOOSE  
IT ABOVE ALL OTHERS

SOLD BY CHEMISTS ONLY

A NEW AND NOVEL  
SALES PROMOTION  
SCHEME FOR  
GOOD CLASS CHEMISTS

THE DEMAND IS CREATED  
FOR YOU—GOOD PROFITS

Write for full particulars to:—

**KEMSALES LIMITED**

20 Eastcheap, LONDON, E.C.3

(Telephone No. ROYal 7900)

from whom supplies can only be obtained

A POST CARD WILL BRING  
THIS ATTRACTIVE TWO-COLOUR  
COUNTER CONTAINER  
TO YOU →

For over 30 years, BESORBON Medicinal  
SNUFF has been a steady seller. Recent  
ADVERTISING has considerably increased  
public demand. Are you getting your share?

DISPLAY THIS CONTAINER  
AND INCREASE YOUR SALES

A Post Card (or 'Phone message) to:—

**KEMSALES LIMITED**

20 Eastcheap, LONDON, E.C.3

(Telephone No. ROYal 7900)

will bring this Counter Container to you by return



# EFFALKA

.....  
**A new and efficient  
Antacid**  
.....

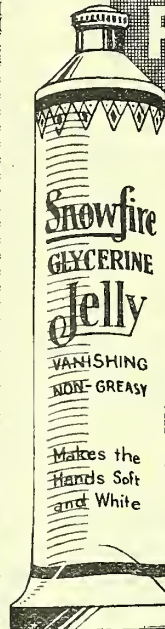
In two sizes :

**2 - oz. — 2/-**  
**14 - oz. — 10/6**  
.....

MADE BY

**HARWOODS (CHEMISTS) Ltd.**  
Rickmansworth Road, WATFORD, HERTS.

For **GOOD SALES  
AND BETTER  
REPEAT SALES**



The splendid part about selling Snowfire Glycerine Jelly is the fact that every sale leads to more. Once a woman finds how Snowfire Glycerine Jelly keeps her hands soft and white in spite of hard work, she'll never be without a tube. She'll recommend it enthusiastically to her friends. And the market is further widened by men who use it after shaving. So make good displays — lively sales and big profits will reward you.

**Snowfire**  
GLYCERINE  
**Jelly**  
*Vanishing*

And for use at night to banish 'chaps,' there's a big demand for SNOWFIRE TABLET and SOFT SNOWFIRE.

Made by F. W. HAMPSHIRE & Co., Ltd., Sunnysdale, Derby  
Canada Agents: Australia  
WILFRED NOBLE MESSRS. SALMOND & SPRAGGON  
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208 Victoria St., Toronto 218 Kent Street, Sydney, N.S.W.

TRADE MARK

# CERESINE WAX

WHITE BLEACHED CARNAUBA WAX VARIOUS GRADES AND RESIDUE  
BEESWAX WHITE, YELLOW AND COMPOSITION PARAFFIN WAX ALL MELTING POINTS  
OZOKERITE WAX ALL GRADES

## POTH, HILLE & CO., LTD.

6 Lloyd's Avenue, London, E.C. 3 Works at Stratford, E.

**THEY'LL SEE IT IN THE DAILY MAIL!**

Tamar Indien Grillon, the fruit laxative lozenge, is being advertised in the *Daily Mail* during the coming months. "From all good chemists" the advertisements say. Does this include you? Any product which is brought to the public's notice through the medium of a national daily newspaper is bound to be asked for frequently. Now is the profitable time to stock Tamar Indien Grillon, and to display it so as to link up with the advertising.

TAMAR  
INDIEN  
GRILLON

All enquiries to: GUYOT, GUENIN, & SON (DEPT. CD), 67 SOUTHWARK BRIDGE ROAD, LONDON, S.E.1



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# IMPORTANT NOTICE

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## "CLARKES"

BRAND

World-famed Blood Purifying Medicine

## "BLOOD MIXTURE"

REGISTERED TRADE MARK

BRAND

and allied preparations are now

### ON THE P.A.T.A.

on terms which show Increased Profits to the Chemist

This step has been taken to meet the wishes of the thousands of chemist-distributors of "CLARKES" Brand "BLOOD MIXTURE," etc., and is evidence of the desire of the Lincoln and Midland Counties Drug Co., Ltd., to provide for their chemist friends a fair and guaranteed rate of profit on these popular medicines.



### P.A.T.A. PRICES

"CLARKES" Brand "BLOOD MIXTURE" (Liquid and Tablets)

RETAIL 3/- 28/- dozen (in smalls).

Chemists' profit 8d. per bottle.

THREE DOZEN LOTS at 28/- per dozen, less 3 $\frac{3}{4}$ %.

Chemists' profit 9d. per bottle.

TWELVE DOZEN LOTS at 28/- per dozen, less 8 $\frac{3}{4}$ %.

Chemists' profit 10 $\frac{1}{2}$ d. per bottle.

3 doz. and 12 doz. lots, 3/- size, or equivalent, CARRIAGE PAID AND PACKING FREE

Quantity orders may include—

"CLARKES" Brand—"BLOOD MIXTURE" (Liquid or Tablets), SKIN LOTION, SALVE, APERIENT PILLS, MEDICATED SOAP.

Orders may be sent direct or through the usual wholesale houses.

*Support the Manufacturer who protects prices through the P.A.T.A.*

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## THE LINCOLN & MIDLAND COUNTIES DRUG CO. LTD.

Telegrams: "Lindum, Lincoln"

PARK STREET, LINCOLN

Telephone: Lincoln 55

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BY APPOINTMENT TO H.M. THE KING

**PARAFFINUM LIQUIDUM B.P.**  
ALL SPECIFIC GRAVITIES GUARANTEED TO REMAIN BRIGHT AT 0°C.

**B.P. WHITE & YELLOW PETROLEUM JELLIES**

**WHITE AND HALF WHITE OILS**

SEND FOR SAMPLES AND QUOTATIONS (WHOLESALE ONLY)

26 GROSVENOR GARDENS, LONDON, S.W.1  
Telephone - - - - - Sloane 3461 (7 lines),  
Telegrams - - - - - "Dicolto, Phone, London."  
GLASGOW, LIVERPOOL, NEWCASTLE,  
CARDIFF AND NEW YORK.

## GARFIELD TEA

FOR CONSTIPATION  
PROMPT SHIPMENT  
ALL SIZES

'Phone or Write :

**GARFIELD TEA CO.**

44 Foxbourne Road  
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*Petri Bros. Ltd. Proprietors*

CHEMICALS

Pharmaceutical

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all

Grades

COD

LIVER OIL

Medicinal

and Cattle

Marseilles Soap

**3 LLOYDS AVENUE  
LONDON. E.C.3**

# Antiphlogistine

*Brand Dressing*

HUMAN & VETERINARY  
MADE IN ENGLAND

**Write for Special Quantity Terms**

*The Denver Chemical Mfg. Co., London, E.3*

# HOUSEHOLD NAMES THAT ARE HOUSEHOLD NEEDS!



THE TRUE TONIC FOOD

**SANATOGEN**

WULFING BRAND

**FORMAMINT**

**GENASPRIN**

THE SAFE  
BRAND OF ASPIRIN

**GENOZO**

BRAND  
**TOOTH PASTE**

It always pays to push these Genatosan lines. No products have a better reputation with the public for doing exactly what is claimed for them. And consistent advertising is constantly increasing an already great demand. Doctors prescribe them because they know they are trustworthy. Display them well and they will sell themselves.

Your profit on each line is really generous, particularly if you buy them on Direct Cash Terms.

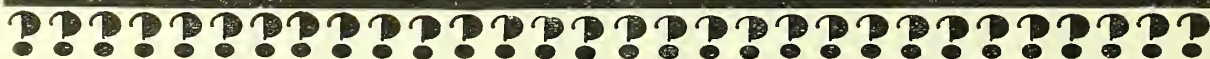
If you have not yet taken advantage of these special terms, write to us for full details—they will be forwarded on return.

# GENATOSAN

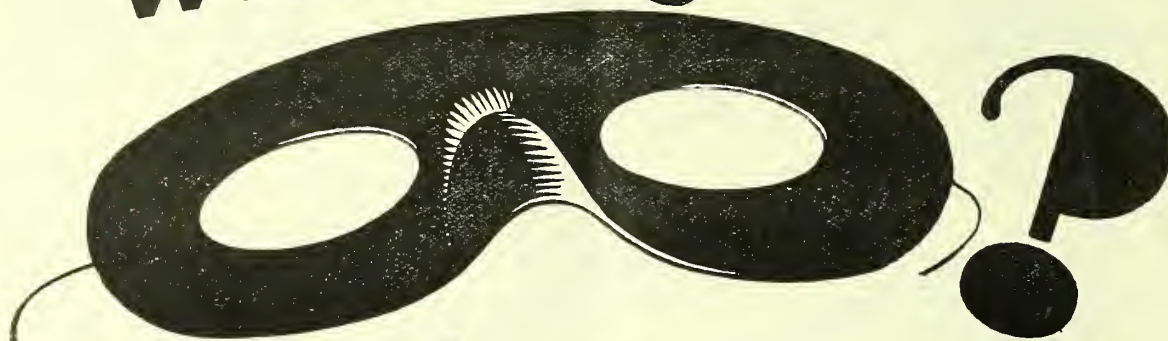
LIMITED

LOUGHBOROUGH, + LEICESTERSHIRE

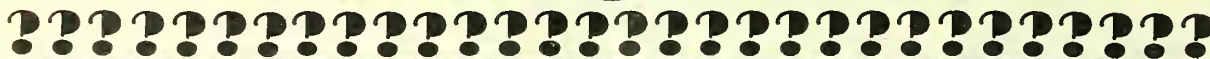
Telephone : Loughborough 292. Telegrams : " Genatosan, Loughborough."



What is ?



what does it mean  
to every chemist



# WHITE PETROLEUM JELLY

PHARMACEUTICAL AND TECHNICAL QUALITIES  
HOLROYD'S OIL & CERESINE CO., LTD., 3 NEW LONDON STREET, LONDON, E.C. 3

## TO PHARMACISTS OF THE NORTH WE OFFER

PROMPT SERVICE: KEEN PRICES: SOUND QUALITY, AND FREQUENT MOTOR VAN DELIVERIES IN THE TYNE, WEAR AND TEES AREAS.

For fuller particulars consult page 75  
THE CHEMIST & DRUGGIST DIARY, 1934.

BRADY & MARTIN, Ltd. Northumberland Rd., NEWCASTLE-ON-TYNE



## The Astounding "Repeat" Business of HERBARAS

### FACTS THAT WILL INTEREST YOU

There is a growing demand among critical people for a natural treatment for constipation ● This demand stimulated by our educational advertising has exceeded expectations ● In 3 months only, Trade "Repeat" business has increased by 823%! ● The Herbaras treatment is the emollient action of seeds of a selected plantago type ● It is being increasingly prescribed and recommended by the Medical and Nursing professions ● THE GOODWILL OF EVERY LOCAL ORDER IS HANDED OVER TO THE LOCAL CHEMIST.

P.A.T.A.  
TERMS

1/9 (1/4 lb. packet)	- -	15/9	per doz.
3/- (1/2 lb. " )	- -	27/-	" "
5/- (1 lb. " )	- -	45/-	" "
9/6 (2 lb. " )	- -	85/6	" "

All orders over £1 NETT sent Carriage Paid.  
Counter or Window Display Terms on application.

JOHN W. LONGMAN LTD.

Overseas Produce  
Merchants & Importers

C.D. CLYDE HOUSE,  
489a Oxford Street,  
LONDON, W.1.

4

## THINGS HAPPEN

From Feb. 22nd **SCRUBB'S** introduce these changes:

1. The present large bottle of SCRUBB'S Cloudy Ammonia retailing at 1/4 will be discontinued and substituted by a **MUCH LARGER BOTTLE** to retail at the same price.
2. The present bottle of SCRUBB'S Cloudy Ammonia retailing at 1/4 will remain, BUT will be reduced in price to retail at 6d. per bottle.
3. SCRUBB'S quality, which has always been the very best possible, is guaranteed unchanged.
4. The present Perfumed Ammonia will be withdrawn from the market and substituted by our new product :—

**SCRUBB'S BATH DELIGHT**

retailing at 2/- per bottle. This is a delightful product and strikes a new line in bath and toilet preparations. It is supplied in the following perfumes: Pine, Lavender, Eau de Cologne, Rose, Jasmine.

2!  
VOUCHER

## TELLS THE PUBLIC

These changes will be announced to the public on Feb. 22nd, 1934, by the front page of the "Daily Mail" and a small advertisement in the "Belfast Evening Telegraph". A free bottle of Bath Delight (Pine Perfume) is offered to every purchaser of the new 1/4 large size bottle of SCRUBB'S Cloudy Ammonia who hands the coupon from either of these two advertisements to YOU between Feb. 22 and 28. Vastly increased sales must result. Act in time to share in the increase.

**ASK YOUR WHOLESALE HOW TO OBTAIN FREE SUPPLIES OF BATH DELIGHT AND DISPLAY MATTER**

Manufactured by SCRUBB & Co. Ltd., G'asshouse Street, Lambeth, S.E.11 and solely distributed by R. W. Greeff & Co. Ltd, Thames House, Queen Street Place, E.C.4.

**Advertising brings you customers**

**Doctors send you customers**

It must be a good remedy if 2,400 Doctors recommend and prescribe it. And "Curicones" has proved itself, in many thousands of cases, to be the most remarkable treatment in cases of rheumatoid arthritis, neuritis, sciatica, gout, lumbago and kindred ailments. Titled and distinguished people have written testifying to the efficacy of "Curicones."

Consistent advertising has brought "Curicones" to the notice of millions of people. Each day this advertising is creating hundreds of new customers.

Add to this the good profit it carries and you have a line that it pays to stock. Take advantage of the advertising by making a good show of "Curicones" in your window and on your counter.

Window Display materials and booklets on request.

# .. sell Curicones

*The famous  
Rheumatic  
Remedy*

Supplied in three distinct sizes:

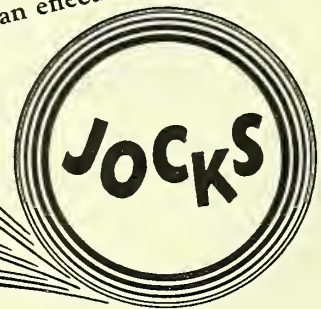
- One bottle - - - 5/-
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  - Six bottle package 24/-
- (The 24/- size contains 6 times the quantity of the 5/- size.)

**STEPHEN MATTHEWS & CO., LTD., Manufacturing Chemists & Druggists, 19/21 Farringdon St., London, E.C.4**



**"STORMY WEATHER" IS GOOD FOR  
SELLING JOCKS**

A roaring east wind means a roaring trade in JOCKS. This winter, thousands of people will make the acquaintance of JOCKS and their catchy slogan "Stop that tickling." Let this new display container act as an effective introduction.



Retailing at 3d. per tin, they are just the line to keep you busy. Priced at 2/3 per doz. tins. Sample on application to **HIRST, BROOKE & HIRST, LTD.** Manufacturing Chemists, SHEEPSGAR WORKS, LEEDS

# IT'S RISKY NOT TO DISPLAY 'GRIPS'!



There is nothing on your counter for which there is a keener demand than GRIPS First-Aid Pastilles. Remind your customers that you sell them by showing them prominently. The small space a few tins occupy will yield a profit that will pay for many slower lines and build up a friendly goodwill with your customers. Counter cards and other display material are sent free on request. Write for samples and terms.

Agents to the Wholesale & Retail Chemists' Trade:

**THOS. CHRISTY & CO.,**

4-12 Old Swan Lane, London, E.C.4

# 'GRIPS' FIRST-AID PASTILLES

Made by Lightbowns Ltd., Accrington.



# Two Exclusive Products FOR **Rexall** CHEMISTS



## **Rexall** CHLOROPHYLL TABLETS

Retail Prices  
1/- and 1/9



## **Rexall** INFLUENZA TABLETS

made from a popular formula

Retail Price 1/3

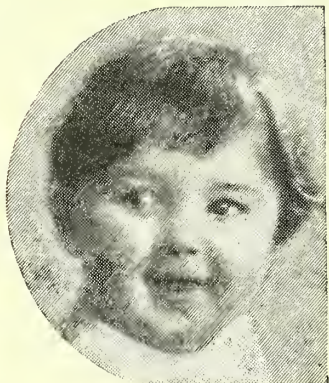
These two Rexall Products have sold in large quantities since their introduction a few months ago. Show-material available for all Rexall Chemists.

*Enquiries from districts not covered by a Rexall agency will receive every attention.*

UNITED DRUG COMPANY LIMITED  
NOTTINGHAM

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# Here's more proof of Lactogen Merit for your Customers



"Your product is excellent. The utmost simplicity of preparation of the food is a most important point in its favour. I have yet to see the infant that won't thrive on Lactogen . . . and it appears to me that there is a wide use for it as supplementary food in many cases, particularly first born. It is with the greatest of confidence that I recommend this product to my patients and friends . . . M.B., Ch.M."

Doctors are among the most enthusiastic advocates of the Lactogen diet for babies, especially weakly babies whose digestive systems must not be subjected to any undue strain. Lactogen is very easy to prepare. When the requisite boiled water is added, Lactogen is reconstituted in a form which is in all important respects exactly like Mother's milk. Lactogen is pure, fresh, full-cream milk from specially selected herds, modified by the addition of extra cream and natural milk sugar, then dried. You can, with confidence, recommend all Mothers to "Put Baby on Lactogen."

Send to-day for full particulars and terms to the Lactogen Bureau (Dept. AZ 78) Nestlé and Anglo-Swiss Condensed Milk Co., 6 & 8 Eastcheap, E.C.3.

**"LACTOGEN"**  
REGD TRADE MARK  
**BETTER MILK  
FOR BABIES**

Lactogen — prepared by Nestlé's—is a modified dried milk for use in infant feeding.

**2/9 PER TIN**  
P.A.T.A.

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FINEST PURE LOFOTEN

**COD LIVER OIL**



BRÖDR AARSÆTHER A/S AALESUND, NORWAY

VETERINARY  
COD LIVER OIL  
A SPECIALITY

SOLE AGENTS FOR U.K. (EXCEPTING SCOTLAND)

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# PURE ORANGE WINE

## A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopœia.

(Wholesale only.)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

# CALDER YEAST TABLETS

50 Tablets 7d.

100 Tablets 1s. Od.

Discounts: Retail 33 $\frac{1}{3}$ %, Wholesale 16 $\frac{2}{3}$ %.

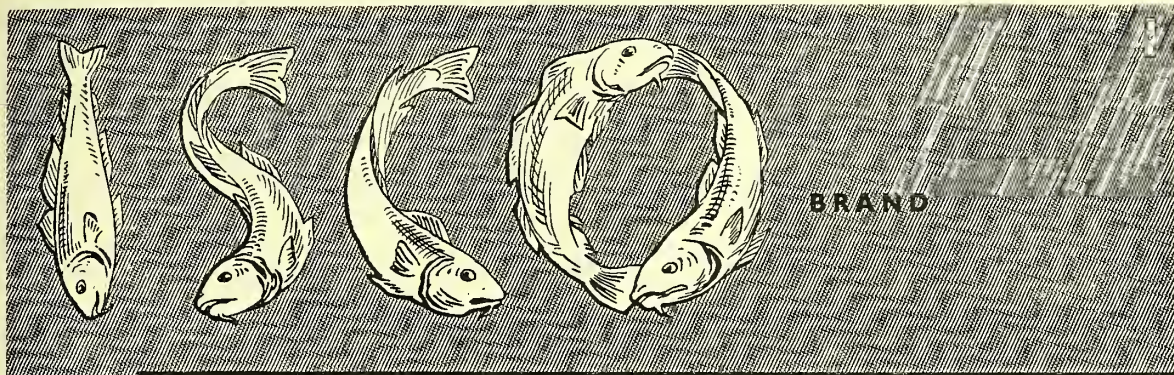
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Can now be obtained in Cartons of 1 & 2 doz. bottles, containing 50 tablets, and Cartons containing 1 doz. bottles of 100 tablets. Supplies of Calder Yeast Tablets may be obtained through Wholesalers and—from The United Yeast Company Ltd., London, Birmingham, Bristol, Leeds, Manchester & Newcastle.

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BRAND

**FINEST NON-FREEZING MEDICINAL COD LIVER OIL**  
SELECTED AND SPECIALLY GRADED—HIGH VITAMIN TEST

**FINEST CATTLE & POULTRY FEEDING COD LIVER OIL**  
CONFORMS TO THE SPECIFICATION OF THE "WORLD POULTRY CONGRESS" 1930

Buy British Samples and quotations at your disposal

**Isaac Spencer & Co. (ABERDEEN) Ltd.**  
ALBERT QUAY, ABERDEEN, SCOTLAND

**SELL BRITISH!**  
**HARROGATE SPA**  
**SPARKLING TABLE WATER**

Bottled and Aerated for the Corporation of Harrogate from one of Harrogate's 88 Springs by CAMWAL LTD.

**AQUAPERIA** The British Medicinal Aperient Water  
Bottled by CAMWAL LTD.

**CAMWAL Ltd.** Factories at: London, Manchester, Birmingham Bristol, Harrogate.  
WEST END OFFICES: 123 Pall Mall, S.W.1

**LOSALL'S SALT**

Sells freely and readily. PAYS 50% ON OUTLAY  
An infallible remedy for

**GOUT,**  
**RHEUMATISM,**  
**ECZEMA**  
**and SKIN**  
**AFFECTIONS.**



**P.A.T.A.**  
4 oz. tins 1/-  
8/- doz. net  
8 oz. tins 1/9  
14/- doz. net  
Bottles 2/-  
16/- doz. net

Attractive advertising matter supplied on application  
SOLD EVERYWHERE

Manufactured by  
**LOFTHOUSE & SALTMER, Ltd.**  
HULL

WE SUPPLY  
**DECORATED TINS**  
FOR PACKING  
**OINTMENTS**

AND OTHER PRODUCTS.

SAMPLES AND PRICES UPON REQUEST.

**THE CALDICOT TIN STAMPING WORKS LTD.**  
CALDICOT, Nr. CHEPSTOW, Mon.



## CITRATE OF MAGNESIA AND SALINES

**ALFRED BISHOP LIMITED**, the original makers of Granular Effervescents, will be pleased to quote you for Citrate of Magnesia and Salines, either bottled or in bulk, at competitive prices. Address your enquiries for the coming season's supplies to

**Effervescent**

**Preparations**

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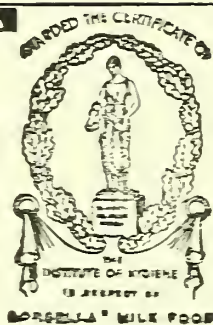
**Lithopyrine &**

**other medicinal**

**Preparations**

# Alfred Bishop LTD

48 SPELMAN ST., LONDON, E.1



## ENGLISH DRIED MILK

*Enquiries  
are solicited for the  
following:—*

Full Cream "Dorsella" Dried Milk  
Half Cream  
Separated "Paragon"  
Casumen, Soluble Milk Proteid  
Sweet Whey, Crystals or Powder  
Kencream for Puppies  
Unita (Dorsella and Casumen)  
Dried Buttermilk  
SUPPLIED IN BULK, TINS OR CARTONS

*Quotations and samples on request*

**PRIDEAUX'S, LTD.**  
**MOTCOMBE, SHAFTESBURY, DORSET**

Phone No.: Shaftesbury 4

## EDUCATING THE PUBLIC

One of the most effective pieces of public propaganda on behalf of the chemist is the booklet

### THE BUSINESS OF A CHEMIST AND DRUGGIST

It sets forth clearly and concisely the functions of a pharmacist, his training, the restrictions of his trading and other matters of especial interest to the public at the present time.

*Supplies of these booklets at the rate of*

**50 copies for 2/9**

*are obtainable from:—*

**THE CHEMIST AND DRUGGIST**  
23 ESSEX ST., STRAND, LONDON, W.C.2

BRANCH OFFICES:

Manchester, Sheffield, Glasgow, Melbourne and Sydney  
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# THOUSANDS OF DOG OWNERS DO THIS EVERY WEEK Get Your Share of This Business

THOUSANDS of Dog Owners give their dogs Sherley's Tonic and Condition Powders every week, and other Sherley Products when necessary. There is a Sherley Remedy for every doggy ailment, and it will pay you to stock these popular quick-selling lines. They are protected at prices which show a wide margin of profit, and are sold on terms which eliminate all risk of loss. A postcard brings full particulars. A. F. SHERLEY & CO., LTD., 18 MARSHALSEA ROAD, LONDON, S.E.1.



- STOCK ALSO SHERLEY'S**
- LACTOL and Lactol Biscuits
  - WORM Capsules and Powders
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  - LINTOX for Distemper
  - Cough Tablets—Fit Tablets
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  - Wound Lotion—Eye Lotion
  - Formalin Soap
  - Shampoo Dry Cleaning Powder
  - Dry Shampoo—Dry Cleaner

**SHERLEY'S  
DOG FOODS  
AND  
MEDICINES**

**SHERLEY'S  
DOG MEDICINES**  
are prepared by fully qualified Analytical and Pharmaceutical Chemists.

**Successful Window-Display of a Grimsby Chemist**

*Read this proof of the success of RODINE*

*A Grimsby Chemist writes*

"30.10.33  
"We have been showing the Rodine Window Display which I can assure you has been a success, having sold over 9 dozen tins 7½d. size, besides a good number of the other sizes 1/3 and 2/6. Please forward me other 6 dozen 7½d. Rodine at once."

*The same chemist writes further:—* "We are a thickly populated district near Docks, where are many rats. One customer bought a 7½d. tin of Rodine and found 15 dead rats in her house. A boy took them to the destructor and received 2/6."

## RODINE KILLS RATS & MICE

Retails in Tins at 7½d., 1/3, 2/6 and 5/-  
Sole Manufacturers:  
Thomas Harley Ltd. . . . . Rodine Works, Perth, Scotland

# WATER GLASS

We are the largest Water Glass packers and can offer you safe and attractive packages. Customers' own name' designs, enamelled tins, etc.

*Please send for quotation together with full range of packings*

**TOMLINSON & HAYWARD LTD.**  
Manufacturing Chemists  
**LINCOLN**

# CHEMISTS who display ADVERTISED goods participate in £30,000,000 worth of ready-made SALES every year



This Illustration is typical of the excellent eye-arresting Window Displays which 'ASPRO' publish at frequent intervals.

These Window Sets are printed in full colour—and are sent to Chemists FREE

Changing times are here—changing values. The centre of gravity of business is removing to active centres. Let us illustrate this from the chemist's standpoint—his business—his sales. Many chemists fail to realise that in their section of advertised lines over £3,000,000 is being spent annually. If it takes 10% average advertising to sell and make known an article to the public this means that the proprietary and general advertising of chemists' lines is selling £30,000,000 worth of goods a year. THE CHEMIST WHO GETS THIS BUSINESS IS THE MAN WHO SHOWS WINDOW DISPLAYS OF ADVERTISED GOODS IN HIS WINDOWS ALL THE TIME. He connects up with

Agents :

**GOLLIN & CO. PTY. LTD.**  
(‘Aspro’ Dept.), SLOUGH, Bucks.

Telephone : SLOUGH 608

its stupendous active sales-producing activity. If he fails to show in his windows literature of advertised lines his potential customers and sales are DIRECTED INTO OTHER CHANNELS. You can easily prove this for yourself with ‘ASPRO’. WHEN YOU SHOW AN ‘ASPRO’ WINDOW DISPLAY, YOU DEFINITELY CONNECT UP WITH ONE OF THE LARGEST ADVERTISING CAMPAIGNS IN THE KINGDOM. You attract customers into your shop not only for ‘ASPRO’ but for a hundred and one other things which you stock. Why not prove this to-day for your own satisfaction? Why not bring the customers into your shop? USE ‘ASPRO’ advertising to do it.

*‘ASPRO’ consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.*

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

**ASPRO**  
REG. TRADE MARK



# MONSANTO

# PHENACETIN

## B.P.

MONSANTO HAVE GOOD STOCKS  
AVAILABLE FOR IMMEDIATE DELIVERY  
ON SPOT OR CONTRACT TERMS

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# PHENOLPHTHALEIN

## B.P.

ANOTHER MONSANTO QUALITY PRODUCT  
OF GUARANTEED PURITY

*We shall be pleased to have your enquiries*

**MONSANTO**  
**CHEMICAL WORKS LTD**

VICTORIA STATION HOUSE, VICTORIA STREET,  
LONDON, S.W.1

Works:  
RUABON  
and  
SUNDERLAND

Telephone:  
VICTORIA 1535.

*Before the finished article is ready for Sale -*



*have to be selected and purchased*

Buy your Pills and Tablets, etc., ready packed under your own label

If you are considering the production of a Pill or Tablet line, may we remind you that you can save the heavy initial expenses usually incurred, such as the buying of thousands of labels, cartons, bottles, etc., when you buy ready packed. We have a staff of Artists and Printing and Boxmaking Departments, and if you will let us have details we can advise on formula, legal queries, etc., and present to you our quotation with a sample of the finished pack as it will appear. The design will be exclusive and your formula confidential, and we bear all initial expenses of production.

We should be pleased to give comparative prices for any packed lines you may at present be running, submitting ideas for improved design and formula, if required.

**ARTHUR H. COX & CO., LTD.**

Manufacturing Chemists

**BRIGHTON**



# The CHEMIST AND DRUGGIST

## SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

FEBRUARY 3, 1934

28 ESSEX STREET, LONDON, W.C.2

### ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED** and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS FOR SALE and AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

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**EXCHANGE COLUMN** (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

**THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2**  
 Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

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must reach us  
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for insertion in this Supplement

## ORRIDGE & CO.

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ESTABLISHED 1846 Telephone No.: CITY 2283  
 May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

- 1.—LONDON, W.C.—Main Road Business returning £70 weekly; gross profit 35 per cent. to 38 per cent.; 18 years' lease; genuine reason for disposal; price for quick sale, £1,350.
- 2.—SOUTH-WESTERN SUBURB (DEATH VACANCY).—Old-established Business with excellent house attached, for immediate disposal on account of the death of owner; returns last year £1,389; stock and fixtures worth about £430; price £750 or offer.
- 3.—PADDINGTON (NEAR).—Middle- and Working-class Business; N.H.I. produces £500 per annum; high percentage of gross profit; main road position; living accommodation; 15 years' lease; rent £150; total returns approximately £2,200; valuation terms entertained.
- 4.—CAMDEN TOWN.—Cash Retail Business in busy main road; returns under management, average £2,500 per annum; two flats over; rent £110 per annum; established many years; stock and fixtures estimated to be worth £1,200; valuation terms would be entertained, or lump sum offer.
- 5.—EALING.—Family Retail and Dispensing Business; returns last year, £2,280; accountant's figures; stock and fixtures worth about £1,000; good sized house; 16½ years' lease; Vendor would consider valuation of stock and fixtures, plus a reasonable sum for goodwill, to be agreed; vendor retiring.
- 6.—LONDON, S.E.—General Medium- and Working-class Business; returns last year, £925, plus N.H.I. approximately £132; estimated net profit, £289; rent, £45; sublet, £65; price about £650, or reasonable offer.
- 7.—WESTERN SUBURB.—Cash Drug Store for immediate disposal; returns at present average £25 weekly; gross profit 40 per cent., and net 30 per cent.; living accommodation with bathroom; rent £100; 13 years' lease; stock and fixtures worth about £430; reasonable offer on a valuation basis or a lump sum will be accepted.
- 8.—SHEPHERDS BUSH (NEAR).—General Retail Business; N.H.I. £250 yearly; returns under management £1,700 last year; scope for increase; gross profit 38-40 per cent.; double-fronted corner shop; rent £80; stock and fixtures worth about £950; valuation terms entertained; owner retiring.

- 9.—ESSEX COAST.—Light Retail Business; increasing turnover, last year being about £1,400 with net profit £400; stock and fixtures worth about £650; flat above with bath; garden; rent £104; price £700.
- 10.—ETON (NEAR).—Middle-class Cash Business; N.H.I. 200-300 monthly, also Hairdressing Saloon; returns last year £1,240; double-fronted shop on new estate; stock and fixtures worth about £525; living accommodation over; lease will be granted or property may be purchased; price for business £800 or reasonable offer.
- 11.—MIDLAND CITY.—Medium-class Retail Business for immediate disposal at sacrifice price; returns average £20 weekly; living accommodation; rent £70; one room sublet at 12s. 6d. weekly; less than the value of stock and fixtures will be accepted; offers invited.
- 12.—RINGWOOD (NEAR).—Good-class Dispensing and Photographic Business situate in charming locality; returns £25-£30 weekly; double-fronted shop fitted in fumed oak; good house with beautiful gardens, orchard, and outbuildings; rent £80; 14 years' lease—renewable; price asked, £250, plus stock and fittings at valuation.
- 13.—BOGNOR (NEAR).—Good-class Business; small N.H.I.; optics, £600-£700 per annum; total turnover last year, £2,276, under management; well-built premises; rent £100; held on lease; good living accommodation; stock and fixtures estimated at £1,400; price to be arranged.
- 14.—BEDS.—Drug Store returning at present £9 to £10 weekly; large house with private entrance; rent £65; new lease; stock and fixtures £375; offers invited.
- 15.—HANTS COAST.—Good Middle-class Business; returns last year £932; scope; good house and garden; rent £100; new lease; price £650 or valuation terms; worth attention.
- 16.—WEST OF ENGLAND.—Good-class Residential Business with Optics, recently started; returns approach £2,400; rent £130; sublet £36; 18 years' lease; price asked £1,850, or offer on valuation basis.
- 17.—CHARING CROSS.—West End Business, net profit £500 per annum; favourable lease; ill-health cause of sale; price £1,350.
- 18.—£150 will purchase an old-established Business in North London, producing comfortable living; good house; rent £40; new lease.

## Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

*Ernest George*  
 J. & Co.  
 Chemists Valuers & Transfer Agents.

Bank Chambers, 329, High Holborn, London, W.C.1.  
 Telephone Nos. Holborn 1167 & 1278. (2 lines).  
 Tudor House, Walsall. Telephone, Walsall, 3774.

(C1) LONDON, N.W.—Attractive modern pharmaceutical and optical business, with living accommodation; turnover for current year upwards of £3,000, with net earning capacity approximately £750; reasons for disposal known to be genuine; acting on specific instructions, details can only be furnished upon proof of personal interest, and production of satisfactory references; visited, and strongly recommended.

(C2) NORTH WALES.—High-class dispensing, and general retail business, situated in congenial seaside resort; turnover for 1932-33 financial year, upwards of £3,000; exceptionally well fitted and attractive lock-up pharmacy; rent £150; good lease; purchase price to comprise approximately £750 for goodwill, plus value of stock and fixtures.

(C3) WORTHING (NEAR).—Old-established pharmaceutical and optical business, situated in pleasant seaside resort; average returns for past two years, approximately £2,300 per annum; earning capacity should exceed £500 at present, and the business generally is capable of considerable further development; rent £100, including good living accommodation; stock about £1,000; at least £2,000 capital required for purposes of negotiation.

(C4) WINDSOR (NEAR).—Attractive modern pharmacy, situated in shopping parade, on busy main road; the turnover during the past two years has shown a steady and consistent increase, and is at present in the region of £2,000 per annum; rent £135, including 5-roomed house, with bathroom, garage, etc.; no near opposition; excellent scope for further development, as the district is rapidly extending; visited and recommended.

(C5) MANCHESTER SUBURB.—Established retail business, situated in main shopping thoroughfare; turnover approximately £1,850 per annum, with net profit upwards of £400; rent £135, including living accommodation; price £1,130, of which stock and fixtures represent approximately £950; visited and recommended.

(C6) BOURNEMOUTH.—Modern pharmacy, with compact self-contained flat (optional), showing steady and consistent progress; returns for last financial year, £1,250, being an increase of nearly £300 over the previous year's figures; reasonable rental and purchase price; premises well situated, and offering abundant scope for development.

(C7) NORFOLK.—Old-established family and agricultural business, situated in small market town; turnover for 1932-33 financial year upwards of £1,750, the returns for the current year being at the rate of £35-£40 weekly; freehold also for disposal; good living accommodation,

with all conveniences; the property has recently been entirely modernised; price of business approximately £900, plus freehold; further details in strict confidence to bona fide prospective purchasers.

(C8) SURREY.—Good middle-class business situated in semi-main shopping thoroughfare of congenial market town; average turnover for past three years, approximately £1,600 per annum; good living accommodation; freehold also available, or a lease would be considered at a reasonable rental; good scope for further development, as extensions are taking place in the immediate neighbourhood; purchase price of business £800, or near offer.

(C9) LANCS.—Recently-established pharmacy with living accommodation, offering unique opportunities; the average returns since the business was first opened are at the rate of approximately £25 per week, and are steadily increasing; rent £75 per annum; good reasons for disposing; price £600, of which more than £350 is in respect of stock.

(C10) WEMBLEY (NEAR).—Modern pharmacy with six-roomed flat above, situated in good-class rapidly growing residential district; present returns upwards of £30 weekly, and increasing; scope for considerable further development; rent £150 per annum; price by negotiation.

(C11) LONDON, EAST.—Old-established lock-up pharmacy, with good N.H.I., and excellent prospects for further development, can be acquired at a "bargain" figure for a quick transaction; present turnover approximately £1,200 per annum; low rental; part of purchase money might remain over for a period if desired; price all-in about £550 (offers considered); short trial could be arranged if necessary.

(C12) COVENTRY.—Recently-established lock-up pharmacy, with excellent prospects for future development; present returns approximately £13 weekly, but a chemist with personality and initiative should quickly show a substantial increase over these figures; rent £65 per annum; price £375, representing the estimated value of stock and fixtures only; valuation terms if preferred.

(C13) LONDON, S.E.—Established retail business, with exceptionally heavy insurance panel; turnover approximately £1,400 per annum; gross profit £550; rent £55, including small house, apart from the insurance dispensing (the average number of scripts per month exceeds 1,000), the business has not been exploited to any extent; no near opposition; price £850, including stock approximately £400; open to offer.

## BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—DORSET COAST.—Sound Light Family Retail, with Kodak Agency; return averages £1,750; audited figures; well-fitted shop, with good house, garage, &c.; price for business £450 and valuation, plus £1,550 for freehold.

2.—WINDSOR (near).—Light Cash Retail, with Photo and Prescribing; no N.H.I.; pleasantly situated; returns last year £965, net profit £290; well-fitted shop; good stock; convenient house, garden, garage; price £760; no offers.

3.—HANTS.—Good Middle-class Family Retail; in growing district; no near opposition; returns nearly £950, net profit £250; living accommodation attached; stock and fixtures worth £450; price £700.

4.—BIRMINGHAM.—£575 secures Sound Light Suburban Retail; pleasantly situated; returns £20 weekly; low rent; nice house; well stocked; scope for increase; worth attention.

5.—N. WEST COAST.—Light Cash Retail with good Photographic trade; returns average £1,200; main-road position; good house; fully stocked; price valuation, plus £50 goodwill, in all about £750.

6.—ESSEX COAST.—Well-established Middle-class Business; main-road position; returns average £1,350; net profit £348; good house; moderate rent; price £500 plus valuation of stock and fixtures.

7.—PADDINGTON (near).—Middle-class Cash Retail with large Panel and good Photo connection; returns approx. £2,200; gross profits over 45 per cent.; books audited; main-road position; rent £150; long lease; large house; price £1,500 or offer.

8.—LONDON, N.W.—Old-established General Cash Retail, with large Panel; busy main-road position; returns average £2,500, under management; scope for increase; rent £110, including living accommodation; price £2,000.

9.—SOUTH LONDON.—Very profitable Light Retail, in main road; returns about £1,300; neglected; scope for increase; rent £90, sublet £80; corner shop; stock worth £400; offers invited.

10.—LONDON, E. (busy main road).—Profitable Cash Retail and Prescribing; has been neglected; present returns £20 weekly, plus 5,000 Panel scripts yearly; low rent; on lease; good stock; price £650; this business offers exceptional scope; trial allowed.

Lowest Terms for Stocktaking

Estab. 1870.

Telephone: Terminus 3574.

## THE ASSOCIATION OF MANUFACTURING CHEMISTS,

LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS,

Holborn Viaduct, LONDON, E.C.1 a Bixteth St., LIVERPOOL.

PARKIN S. BOOTH, Valuer. Tels.: CITY 3691 (4 lines).

VALUATIONS, SALES OF BUSINESSES. STOCKTAKINGS.

Enquiries Invited.

## S. F. CLARK, F.N.A.A.

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## BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**BLACKPOOL.**—Old-established Middle-class Cash Retail Business for sale; present returns approximately £1,000; rent and rates reasonable; excellent living accommodation; price £550 or would reduce stock to suit purchaser if necessary. 581/2, Office of this Paper.

**EAST LANCES.**—Village Drug Store; lock-up, with room behind, stockroom over; unopposed; gas, water, electric; newly decorated inside and out; buses stop at door; rent 5s. 6d. per week, including rates; nicely-fitted showcases; clean, saleable stock, £102, can be reduced to suit purchaser; no chemist near; £160 everything. 584/10, Office of this Paper.

**HANTS.** Large Shipping Centre.—Lock-up Pharmacy, very old-established; corner shop, main thoroughfare; Family Dispensing and N.H.I.; suit young Qualified energetic man; low overheads; stock sufficient for all needs; owner retiring; accept £400 or close offer, all at, for quick sale. 579/32, Office of this Paper.

**KENT COAST.**—Drug Stores; Kodak Agency; double-fronted shop; good living accommodation; very reasonable rent; well fitted and stocked; good Prescribing Business and own Proprietary Lines; net profit £300; scope for increase; price £900 or near offer. Reply to 586/27, Office of this Paper.

**LANCASHIRE.**—General Cash Retail, near Manchester; Kodak and Selo Agencies; established business; opening for Optics; living accommodation; growing district; reasonable rent and lease; capital required approximately £1,100. 587/20, Office of this Paper.

**MIDLANDS.**—Old-established Family Retail and Photographic Business, returning approximately £20 per week; corner site, with house attached; situated on main road in well populated district; very low overheads; reasonable price. 586/37, Office of this Paper.

**NOTTINGHAMSHIRE.**—In mining town on borders of Derbyshire; 6,500 inhabitants; Lock-up Business for sale; turnover approaching £500 per annum under Unqualified management; young M.P.S. adding N.H.I. and schedule lines could easily treble; price £250 or near offer; satisfactory tenancy agreement in existence. 235/443, Office of this Paper.

**SOUTHPORT.**—Modern Pharmacy; lock-up; main road; returns £1,000 per annum, increasing; middle class; good prices; no heavy trade; N.H.I. 50 to 100 monthly; rent £60 per annum; rates £19; modern and up-to-date stock; Kodak Agency; D. & P. nearly 200 orders monthly July and August; all-the-year-round business; sale for domestic reason; further particulars to genuine buyers; suit progressive proprietor or manager. 587/13, Office of this Paper.

**SOUTHBEND (near).**—Family Retail and Dispensing Business; returns £10 per week, scope for being doubled; good stock; long lease; only chemist shop in group of shops; a model modern shop in every way; modern house; central heating; personal reasons for selling, price £275. Apply 587/33, Office of this Paper.

**S.W. LONDON.**—Main road; Nicely-stocked and Fitted Pharmacy; easily worked; Kodak and Selo Agencies; opening for Optics; reasonable overheads; good living accommodation; average cash takings £1,000 per annum, plus small N.H.I.; genuine reason for disposal; every investigation; no agents; price £300; stock and fixtures at valuation. P.C.B. 106/3, Office of this Paper.

**DRUG STORE.**—Seaside resort, Somerset; lock-up shop; good position in growing neighbourhood; Kodak and Selo Agencies; returns over £600, increasing; rent and rates £50 per annum; 14 years' lease; exceptional opportunity for Qualified man; no near opposition; £325 and stock at valuation, about £150. 584/6, Office of this Paper.

**DRUG STORES;** very neglected; S.W. District; lock-up; rent 15s. per week inclusive; good chance for Qualified; N.H.I. hadly wanted with plenty of it; all for price of stock, about £180, or near offer. Apply 586/23, Office of this Paper.

**HERBAL and Drug Stores;** established 23 years; profits average £9 weekly; rent 30s. weekly; agreement; possession of adjacent flat, 3 rooms and bathroom (25s.), optional; present proprietor going into private practice; well stocked; price £350, all at. Call 147 Church Street, Paddington, W.2.

**PHARMACY for Sale;** main road; busy London centre; valuation £850; will accept slaughter price owing to necessity for immediate sale. P.C.B. 106/6, Office of this Paper.

**TWO Herbal, Hygienic Businesses for Sale as going concerns;** on South Coast, 16 miles apart; low rentals; trial given; business taught; (huyer) takes stock, fixtures, goodwill, or will take partner. For view and interview, full particulars, Primrose Herbal Dispensary, 94 High Street, Woolwich, S.E.18. Prospective buyers write. No callers.

**UNOPPOSED.**—Small Drug Stores, with P.O. attached; in good working-class district near London; small takings; could easily more than double under Qualified; great scope for N.H.I.; modern house, long garden, garage; low price for quick sale; no agents. 586/38, Office of this Paper.

**£300 OR OFFERS.**—Cash Pharmacy and Photographic Business in principal Scottish city; alternatively, will sell complete Interior Fittings, Apparatus and Stock-in-trade for the sum of £200 cash; must sell; owner leaving city; send stamped addressed envelope for inventory. 586/39, Office of this Paper.

## BUSINESSES WANTED.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra)

**BIRMINGHAM OR NEAR.**—Takings not less £1,250 per annum; state N.H.I. separate; living accommodation; full particulars rents, rates, etc.; cash waiting. 585/3, Office of this Paper.

**ADVERTISER** requires genuine Business south of Birmingham; turnover about £1,750 to £2,000; principals only. Full particulars to 587/31, Office of this Paper.

**GENUINE Herbal or Drug Store Business** required at once; cash waiting; write in confidence, stating full particulars. "Gentain," 587/39, Office of this Paper.

## PREMISES TO LET.

**BAKER STREET (off).**—Splendid opening for Chemist; capital shop, 17 ft. by 40 ft., and basement; rent £300 per annum. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Tele.: Mayfair 7666.

## PREMISES FOR SALE.

**TO CHEMISTS.**—For Sale, Kingston, Shop and Flat, at present in occupation; vacant possession obtainable; double-fronted; opposite Southern Railway; splendid position; freehold; including showcases £2,250; genuine cash buyers only need apply. 581/8, Office of this Paper.

**TO MULTIPLES AND PRIVATE TRADERS.**—Feltham, Middlesex; Shops with living accommodation; unprecedented development; price £1,500 each, freehold. Full particulars, write P. Chase Gardener & Co., 295 High Street, Hounslow.

## APARTMENTS.

WHEN YOU COME TO LONDON STAY AT THE HAMPDEN RESIDENTIAL CLUB.

**FOR GENTLEMEN,** Hampden Street, N.W.1. Close to King's Cross and Euston. 300 bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Euston 2244/5.

## SALE BY AUCTION.

Removed from Putney for Convenience of Sale.

SALE ROOMS: 5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.1.

A Complete Range of CHEMISTS' SHOP FITTINGS, two 10-ft. Drug Runs, two 8-ft. Wall Cases, Glass-fronted and other Counters, Senior and Junior Silent Salesmen, Mirrors, Cash Tills, Display Stands, Office Furniture, &c.

**B. NORMAN & SON**

Will Sell by Auction at their Sale Rooms, as above, WEDNESDAY NEXT, FEBRUARY 7th, at One O'clock. View Day Prior. Catalogues on Application.

TEL.: NAT 6463.

## PARTNERSHIPS.

**CHEMIST PARTNER.**—To develop Factory specialising in Pills, Tablets and Packed Lines; good proposals for extending opportunities. 586/36, Office of this Paper.

**MANAGER** wanted immediately; salary £230 per annum, half share of profits; must invest £250. Write X.L., 569 Garratt Lane, Earlsfield, S.W.18.

**OPPORTUNITY** arises for young Qualified Chemist with small capital; part share in main-road shop outside London. Write 586/33, Office of this Paper.

## WINDOW-DRESSING.

### HAVE A JACKMAN WINDOW!

**LET** an Experienced Display-man solve your window problems. Jackman displays make the most of the goods. Chemists' windows dressed singly or in series; special inclusive rates for contract work, prices including showcards, tickets and loan of fittings. A. A. JACKMAN, Window Display Expert, 91 Wood-yates Road, London, S.E.12.

## SITUATIONS OPEN.

### RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**LIVERPOOL.**—McGuffie's will shortly require Qualified Man for City business; mostly for Dispensing, but assist generally; must have had first-class wide experience; no N.H.I. Dispensing; age about 30. Send full particulars by letter only, with references and salary required, to J. Milling, M.P.S., 10 Castle Street, Liverpool.

**LONDON, Western Suburb.**—Young Qualified (Minor) Assistant for brisk main-road working- and middle-class business; must be quick, accurate Dispenser, energetic, industrious; salary £3 5s. per week; full particulars first letter; only those needing permanency need apply. 586/16, Office of this Paper.

**LONDON, S.W.**—Qualified Junior Assistant; capable Dispenser and Counterman; sound experience and references essential; state fully all particulars. 587/38, Office of this Paper.

**LONDON, W.1.**—Qualified Assistant required, for permanent position; a knowledge of Homœopathic Dispensing desirable, but not essential. Please state full particulars as to experience, age, height and salary required, to 584/25, Office of this Paper.

**MANCHESTER.**—Smart Unqualified Assistant required (25-35); good Salesman, Dispenser and Window-dresser; able to open an Optical Department. Apply personally or by letter to Cassons, Chemists, 30 Oldham Road, Miles Platting, Manchester, with particulars as to age, salary, references.

**SCARBOROUGH.**—Qualified Manager for branch. Replies, stating age, experience, references and salary required in first letter (letters not answered in 7 days respectfully declined), to Holmes, "Semloh," Scalby Road, Newby, Scarborough.

**SOUTHAMPTON.**—Qualified Lady (under 30) required to manage small new branch; good Saleswoman, Window-dresser and Dispenser; state age, experience, salary required; enclose recent snapshots; applications not answered within week declined. P. R. Pratten, Chemist, Shirley, Southampton.

### PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

**WARWICKSHIRE.**—Required shortly, Unqualified Assistant (23-30) for Window-dressing and Counter; good modern Window-dressing experience essential. State height, when disengaged, salary required, whether married, forward copies references, photograph (returnable), to L. H. Lester, Rexall Pharmacy, Nuneaton.

**AT ONCE.**—Lady Assistant used to good-class business; must be quick and accurate Dispenser and used to Window-dressing, Counter and Stock. Apply, stating usual particulars as to age, height and salary required, to East Sussex, 587/3, Office of this Paper.

**AT ONCE.**—Qualified Manager for small branch in Manchester; good house attached; small salary and commission; interview if possible. Apply Robertshaw, 88 Guildford Street, Chertsey, Surrey. Phone: Chertsey 249.

**ASSISTANT** Wanted, Young Lady or Junior, chiefly Counter work; good experience and reference essential; state age and salary required; applications not answered within 5 days respectfully declined. Lyon, 18 Formosa Street, Warwick Avenue, W.9.

**BIRD & STOREY, LTD.**, have a vacancy for a Smart Qualified Assistant; must have good credentials. Apply No. 1 Marble Arch. Phone: Paddington 8422.

**ELDERLY**, Active, Qualified Chemist required; light duties; Retail, N.H.I. Dispensing; trustworthy; good references essential; interview 1 to 3 p.m. Rays, 82 Lower Marsh, Waterloo, S.E.1.

**DISPENSER (Female)** wanted for large Panel and Private End Practice; evenings 5-9; quick worker and used to Panel; salary 35s. Apply by letter to 235 Roman Road, Bow, E.3.

**JUNIOR**, Male, required for Good-class Dispensing Business; one just finished his apprenticeship might do; commence February 12th; all particulars in first letter; interview preferred; applications not answered in three days respectfully declined. H. Reynolds, 15 West Avenue, Worthing.

**MARCH 5TH.**—A Qualified Male Assistant wanted; young, capable and responsible; good references essential. Apply with fullest particulars to A. F. Corfe, Corfe & Son, Ltd., Chemists, Maidstone.

**OPTICAL.**—Unqualified Chemist with Optical Qualifications required for Chemist's Business near London; married man preferred; accommodation available; give full details, experience, age, wage expected, when at liberty. 235/440, Office of this Paper.

**QUALIFIED** Assistant required, West-End experience preferred, with pleasant counter manner. Those with undeniable references which will bear the strictest investigation please apply with photograph (returnable), stating age, height, salary required and when free, to 235/445, Office of this Paper.

**QUALIFIED** Branch Manager, either sex, at once; accustomed to Store methods of trading, N.H.I., Dispensing, &c. Apply, with full particulars as to age, experience and salary required, Bewell's Ltd., 19/21 Pitfield Street, N.1.

**QUALIFIED** Lady Assistant required in Dispensing and Retail Chemist's Business in London, S.W. Apply, stating age, experience and salary required, to 584/26, Office of this Paper.

**QUALIFIED** Male Assistant, accurate Dispenser, required for permanent situation in South London. Apply, mentioning age, salary required and when disengaged, to R. S. G., 586/15, Office of this Paper.

**QUALIFIED** Manager (about 30), married, for brisk cash business with considerable N.H.I., in Croydon district; must have previous experience of management and be prepared to interview in London; salary £5 weekly with house over shop rent free; good prospects for capable, energetic man; state age, height, full details of experience and when at liberty. 587/28, Office of this Paper.

**TIMOTHY WHITES** require a Stocktaker for their Chemists' Department; experience an advantage, but not essential. Apply, giving age, experience and salary required (excluding expenses), Secretary, Timothy Whites, Ltd., Chemists, Portsmouth.

**UNQUALIFIED** Assistant, male, wanted, under 30 preferred; must be accurate Dispenser and accustomed to quick counter trade. Apply, stating age, experience, salary required, to Head Office, Wm. Fox & Sons, Ltd., 109, 111, 113 Bethnal Green Road, London, E.2 (10 minutes Liverpool Street).

**UNQUALIFIED** Assistant (25 to 40); must be energetic and first-class Counter man with good reference, for brisk country mixed business in Midlands; particulars, please, as to salary, age, height, if single, experience, when disengaged, and last two employers; a photograph is desired, which would be returned. 587/17, Office of this Paper.

**WANTED** Immediately, Young Lady of good appearance, for the Toilet Department of high-class Pharmacy; selling experience of all the leading perfumes and toiletries essential. Full particulars of experience, age, wages, and when available to Wands, Ltd., 12 Haymarket, Leicester.

**WANTED.**—Junior Qualified Assistant; Welsh-speaking an advantage; usual particulars; applications not answered by Tuesday, February 6, respectfully declined. Amos, Chemists, Rhos, Wrexham.

**WANTED.**—Manager (30-35) for Light Retail, Photographic and Dispensing (chiefly N.H.I.) Business in Manchester; please give full particulars and state salary required; commence February 19. 586/5, Office of this Paper.

**WANTED** for the West End, two Qualified Assistants (about 28); West-End experience and languages an advantage; smart appearance and address essential. 235/447, Office of this Paper.

### WHOLESALE.

**LONDON** Representative required by established firm of Manufacturing Chemists; with several well-known P.A.T.A. lines and established connection; salary and commission; state fully in first letter all particulars of experience, &c. Address for interview, 584/11, Office of this Paper.

**A LONDON** Chemist Sundries House requires experienced Representative with connection amongst Chemists in Kent, Sussex, Surrey and East Hants; apply in strict confidence, giving fullest particulars as to qualifications, references, past experience and salary required. P.C.B. 106/5, Office of this Paper.

**A N** Excellent Opportunity for real live Salesman having established connection with leading Wholesale and Multiple Stores, Chemists, and Wholesale and Multiple Confectioners; to earn big money by pushing well-known Manufacturers' Speciality Product; efforts supported by broadcasting and national advertising schemes; applicants must have connection and be able to pass guarantee society; commission terms. Reply in confidence, giving particulars of agencies or appointments held and territory at present covered, to Box ZP758, c/o Deacon's Advertising Agency, St. Mary Axe, E.C.5.

**A N** Experienced Representative with first-class record is required by Manufacturers of High-class Medicinal Product to call on Doctors; must have connection amongst Medical Men. Write fullest particulars to 235/441, Office of this Paper.

**BRITISH** Manufacturers of Glandular Products require Representative for Propaganda Work; must have had previous experience with these products. State experience and terms to 235/446, Office of this Paper.

**CHEMISTS'** representative with connection wanted for London; used to handling malt products; state experience, references and salary required. 235/448, Office of this Paper.

**PERFUMERY.**—Zenobia, Ltd., Loughborough, Leics., require two Fully Experienced Representatives for their North-Western (comprising Lancashire, Staffordshire, Shropshire and North Wales) and South-Eastern (comprising Eastern Counties and South-East Coast) territories, and invite applications from gentlemen who have successfully and adequately worked these areas. Applicants should send full particulars of their experience, age, salary desired and references. Applicants possessing own car will have an advantage. We require really hard workers. If you are that, and can do it successfully, we shall be pleased to hear from you.

**QUALIFIED** Works Chemist required by London Manufacturing Chemists; complete experience in the Manufacture of all B.P. Preparations, &c., a necessity; permanent progressive situation. Apply, giving full particulars as to qualifications, experience, &c., to "B.P.," P.C.B. 106/16, Office of this Paper.

**REPRESENTATIVE** (not over 35) wanted by Manufacturers of Nationally-Advertised Veterinary Preparations selling to Chemists and Corn Merchants; applicants must be resident in the Croydon district and have a first-class connection in the South-East and South-Coast Counties; only keen, energetic men need apply. Write, giving fullest particulars of past experience, age and salary required, to 235/442, Office of this Paper.

**REPRESENTATIVE** Required with good, live connection covering Chemists in Lancashire and Yorkshire district, to carry well-established and recommended Proprietary article; applicants must give fullest details as to age, experience, &c. Apply 586/20, Office of this Paper.

### NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

**REPRESENTATIVES** calling on Chemists, to carry an extra line on commission basis; highest references required; areas vacant: Cornwall, Devon, Somerset, Dorset, Wiltshire, Gloucestershire, Herefordshire, Monmouth, Salop, Cheshire, Wales; preferably travellers with cars, who can make additional calls on Ironmongers and Garages. 584/28, Office of this Paper.

**REQUIRED** for London by High-class Manufacturing Biological and Pharmaceutical Chemists; Representative with good education and connection among Medical Profession; knowledge of Medicine an advantage; local residence essential. Write 235/444, Office of this Paper.

**TRAVELLER** required by London Drug House and Manufacturing Chemists; territory East London Suburbs and Eastern Counties; experience and own car essential; good existing connection; salary, expenses and commission; do not apply unless possessed of these qualifications. Apply "Eastern," P.C.B. 106/17, Office of this Paper.

**WORKS** Chemist required; experience and good references essential. 584/31, Office of this Paper.

### COLONIAL, INDIAN AND FOREIGN.

**HOWSE & MCGEORGE, Ltd.,** Nairobi, require a Qualified Male Assistant; tall, single, under 30; good experience and address essential; salary £300 per annum; agreement three years after completion of 12 months' probation; second-class passage paid out and home. Apply, with photo and full particulars, to Zebra, 84 Fenchurch Street.

### SITUATIONS WANTED.

#### RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.**—**PHARMACIST, M.P.S.** (48); Manager or Locum; disengaged; moderate salary. "Chemist," 94 Torriano Avenue, N.W.5.

**A.A.A.**—**QUALIFIED** Chemist-Optician (M.P.S., F.B.O.A.) (27); Manager or Assistant; experienced all branches; own Optical Equipment. "F.," 270 Victoria Park Road, E.9.

**A.A.A.**—**TALL,** competent Assistant; manager, unregistered; Photography; last berth 5 years; good references. MacLellan, Wotton-under-Edge, Glos.

**A.A.**—**QUALIFIED** (24), Manager, Assistant or Locum; just disengaged; City and suburban experience. "Halimatt," 276 Dewsbury Road, Leeds.

**A.A.**—**QUALIFIED** (24), 5½ years' all-round experience, at present in charge of branch, would like to make arrangements with anyone, in West of England, likely to require an Assistant or Manager within the next few months. 587/15, Office of this Paper.

**A.**—**QUALIFIED** Manager or Assistant; disengaged; 20 years' experience; requires position; London or Suburbs. Davies, 109 Alexandra Drive, Surbiton, Surrey.

**A** **CONSCIENTIOUS,** tall, Yorkshireman Assistant (25) desires permanency; 8 years' all-round experience Dispensing, Display, &c.; excellent references. 586/17, Office of this Paper.

**A** **POSITION** as Manager is required by a Qualified Chemist with energy and practical experience of modern Store methods and knowledge of Surgical and Optics; excellent references. "Willing," 587/32, Office of this Paper.

**A** **ACTIVE,** Unqualified Assistant; West End experience; good address; attractive Window Displayer; highly recommended. Barnes, 21 Disraeli Road, Putney, S.W.15.

**A** **ALL-ROUND** Experience, Qualified; 30 years own business; recent references; Locum, Manager or responsible post. Moore, 5 Harcourt Road, Bournemouth.

**A** **N** Efficient Manager (27); Qualified; experienced all branches; Business Builder with modern ideas; London district; disengaged. D. Moss, 55 Blenheim Gardens, N.W.2.

**A** **S** Locum, Manager or Assistant, "not registered"; over 30 years' London experience; whole or part time; Counter, Book-keeper, Dispensing and worker; London only. "Prescriber," 150 Scott-Ellis Gardens, N.W.8.

**A** **S** Locum, Qualified (36); Manager or Assistant; all-round experience. Chemist, 50 Grove Lane, Camberwell, S.E.5. Phone: Rodney 2719.

**ASSISTANT**; experienced Dispenser and Salesman; accustomed to manage; single; unregistered. Statim, 23 Moss Street, Newsome Road, Huddersfield.

**ASSISTANT** or Manager Chemist (22); all-round experience; Dispensing, Salesmanship, Display; smart appearance; trustworthy; highest references; moderate salary; would accept locum. Raine, 9 Lady Pit Street, Leeds, 11.

**ASSISTANT**, Qualified (1931), requires post in London or suburbs; 8 years' retail experience (including West End); "absolutely reliable"; just disengaged. Cruise, 90 St. Paul's Avenue, Kenton, Middlesex.

**ASSISTANT** (Refer. Forensic Pharmacy) (age 25; height 6 ft.); high-class experience; good Dispenser and Salesman; requires post London, but not essential. A. R. Clark, Kilkhampton, Bude, Cornwall.

**ASSISTANT**, Unqualified; excellent experience Counter, Dispensing, Window-dressing, Photography; well recommended. G., 36 Colborne Way, Worcester Park, Surrey.

**ASSISTANT**, Unqualified; 15 years' all-round experience, 11 in London; accustomed to taking charge. 584/35, Office of this Paper.

**ASSISTANT** (24), Unqualified; West End, seaside, City; N.H.I.; accurate Dispenser, Window-dressing; London. "C.," 44 Turneville Road, W.14.

**ASSISTANT** (22), Young Lady, seeks change; well experienced in all branches; Liverpool or suburbs preferred; excellent references. 587/24, Office of this Paper.

**ASSISTANT** (21), 6 years' experience London and Veterinary, desires Yorkshire post; references good; Dispensing, Counter. Machell, Ingleby Cross, Northallerton, Yorks.

**DISENGAGED Locum or Relief**; any period; thoroughly competent; all-round experience; town or country. Chemicus, 56 Rudloe Road, Balham.

**DOCTOR'S Dispenser-Bookkeeper**, gentleman, middle-aged; experienced; routine, private, Panel; whole-time, part-time, locum; interview desired. 65 Cloudesley Road, N.1.

**ENERGETIC**, Unqualified, middle age, splendid experience, requires situation; whole or part time; small salary. 588/3, Office of this Paper.

**EXPERIENCED Herbalist** (45), Unqualified; Prescriber, Surgical Fitter, Dispenser, Windows, smart Salesman; excellent references. A. B., 2 Walham Grove, Fulham, S.W.6.

**EXPERIENCED Manager**, Assistant or part-time Counter-Salesman, Dispenser, Prescriber; unregistered; Hall qualification and regular apprenticeship; any district; small salary for permanency. "Chemist," 96 Warwick Street, S.W.1.

**JUNIOR**.—Mr. Matthews, of Elm Grove, Southsea, recommends his late apprentice, Mr. Hopper, as an efficient Assistant; good knowledge of Dispensing, Photography, High-class Toilet; Oxford Senior (with credits) and Part I. Hopper, 4 Glenmere, Elm Lane, Havant.

**JUNIOR Assistant** (24); 6 years' experience; very moderate salary; free now; anywhere. Rowe, 24 The Avenue, Twickenham.

**LADY Assistant**.—Chemist can recommend Young Lady; completed 3 years' all-round training in good-class Pharmacy; good Dispenser and Counter hand; nice personality and appearance; desires further experience. 586/14, Office of this Paper.

**LADY Assistant**, Unqualified; 12 years' good all-round experience; capable and reliable; disengaged. 20 Railway Terrace, Feltham, Middlesex.

**LADY Dispenser**, young, Hall qualification; part-time preferred; East, City or West; free now; experienced. Vicarage, 400 Commercial Road, London, East.

**LADY**, Qualified (25), seeks post as Branch Manager; previous experience; good Buyer and Stockkeeper. Write Agnes Perfect, c/o The Old Vicarage, Whitehall Road, Uxbridge.

**LADY**, Unqualified; 13 years' experience; competent Dispenser, Counter hand; excellent, reliable worker; Midlands preferred, not essential. 587/29, Office of this Paper.

**LADY** (27), Qualified, seeks Part-time Engagement or Locum; in London or easy access of Brentwood. Forge, "Longshaw," Mount Pleasant Avenue, Hutton, Essex.

**LOCUM or permanency** (38); unregistered; tall, active, reliable; take charge; abstainer; could travel. Sanders, 93 Bulstrode Road, Hounslow, Middlesex.

**LOCUM**, Qualified; references; anywhere in Midlands. A. J. Smith, 9 Barbara Road, Leicester.

**LOCUMS**.—Qualified Lady in Manchester district, disengaged until February 24, seeks Locums; excellent references and experience; Hospital and Retail. Mullen, 5 Snowdon Road, Eccles, Manchester.

**LONDON or Home Counties preferred**; Manager or Assistant; good-class experience; locum, part-time or permanency; interview any time. 588/11, Office of this Paper.

**MANAGER**, M.P.S.; middle-aged; capable and reliable; married; disengaged now. Chambers, 15 Robert Road, Birmingham, 20.

**M.P.S.** F.S.M.C. (33), tall, requires post as Manager; excellent references; long experience London and Surrey. 587/35, Office of this Paper.

**M.P.S.** (25), Square-trained, seeks position as Assistant; capable Dispenser and Salesman. Rees, 5 Tavistock Place, W.C.1. Terminus 6857.

**M.P.S.** (36); disengaged after 6 years' management; excellent references; moderate salary. Girgis, 213 North End Road, West Kensington.

**PART-TIME**, Qualified (30); Wednesday evenings, Sundays; good Salesman and Dispenser; excellent references. B., 31 Winchester Avenue, N.W.6.

**QUALIFIED Chemist-Optician**, own optical equipment, seeks position as Manager; South-West England preferred, but not essential. 588/2, Office of this Paper.

**QUALIFIED** desires change; S.E. and E. excepted; medium class; last 6 years similarly engaged; free one month. "Cachet," 574/22, Office of this Paper.

**QUALIFIED**; experienced; reliable; exceptional references; Dispenser; free February 26 or as arranged; permanency or locum; moderate terms; could interview any afternoon. Harris, 26 Alma Road, Carshalton, Surrey.

**QUALIFIED Lady** (23); 5½ years' experience; High-class Dispensing and all branches; competent and trustworthy; disengaged; well recommended; Assistant or Manager; London or suburbs. "Pharmacist," 65 Danson Crescent, Welling.

**QUALIFIED (Square Trained)** (33); married; 18 years' all-round good experience, 10 years manager; highest references. F. J. Palmer, 3 Tivoli Road, Margate.

**QUALIFIED** (23) desires change; industrious; experienced all branches good-class business; Midlands preferred; satisfactory references; disengaged short notice. 584/15, Office of this Paper.

**QUALIFIED** (23); tall, good appearance; Assistant or Manager; 7 years' good all-round experience, including Manufacturing and Photography; good references; salary £3 10s. Weiss, 180 Philip Lane, N.15.

**QUALIFIED** (26; 6 ft.); experience in high-class Dispensing and Counter trade, also N.H.I.; present position 3½ years. Blackwell, 37 Cynthia Road, Bath.

**RECENTLY Qualified**, "Square" Trained, requires position anywhere; extensive experience N.H.I. and private Dispensing; good Salesman, Window-dresser. Edwards, Brynteg, Blaina.

**SENIOR Assistant**; 17 years' experience; good references; varied and complementary experience; age 37, single. "A. R. W.," 584/5, Office of this Paper.

**UNQUALIFIED Assistant** (37); married; experienced, capable; used to responsibility; sound references. Kenyon, "Churchfields," Stafford Street, Market Drayton.

**UNQUALIFIED Male** (32), tall; good Dispenser, Counter, Photographics; accustomed take charge; seeks position London, medium class; 47s. 6d. weekly; interview, preferably Wednesday afternoon. Irwin, 51 Alexandra Road, Wimbledon, S.W.19.

**UNFURNISHED Rooms** for occasional services; retired chemist, qualified; 53; abstainer; active; well recommended. Norman, 7 Coningsby Road, Finsbury Park, N.

**UNQUALIFIED** (27), well educated, tall, seeks progressive post in London, N.W. preferred; accurate Dispenser; 5 years' experience in high-class family business; quick Counterman, Windows, keen Photographer and knowledge of Optics; free March or April. 584/13, Office of this Paper.

**UNQUALIFIED** (24); 4 years' Retail experience; capable; tall; excellent references; South London preferred. 83 Breakspears Road, Brockley.

**YOUNG Lady** (aged 25), Hall Dispenser, desires post with London Doctor or Chemist; 4 years' experience very busy practice; personal reference available; whole or part time. 588/4, Office of this Paper.

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**S. E. HACKETT, 23 July Road, Liverpool**

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**A**DDITIONAL Line or Propaganda required; thoroughly experienced; trade trained; 10 years' established Northern Counties connection; sole services entertained; share expenses; commission or retainer. "Dunelm," 66 Woodland Lane, Leeds, 7.

**A**GENCIES required for Nationally-Advertised Lines sold by Chemists, &c.; South Wales, Monmouth, Hereford, Gloucester, Worcester and Warwickshire; regularly worked; unrivalled connection of 17 years' standing. 584/16, Office of this Paper.

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**F**IRST-CLASS Representative desires change; 15 years' connection Stores, Wholesale and Retail Toilet, and Sundries, London and Suburbs. Write 582/25, Office of this Paper.

**M**EDICAL Representation.—Qualified Pharmacist, young, desires join first-class house; experienced propaganda; requisite appearance, personality, initiative; knowledge Therapeutics; administrative and interviewing ability; drive car; resident London; can commence immediately. P.C.B. 106/15, Office of this Paper.

**M**IDLANDS REPRESENTATIVE.—Pharmacist with good connection desires improve position with leading house; good Salesman, Medical Propagandist; own car. P.C.B. 105/27, Office of this Paper.

**P**ILL-MAKER, &c. (25), hand or machine; 10 years' experience; moderate wage; will do anything else. L. A. D., 7 Monsell Road, Finsbury Park, N.4.

**Q**UALIFIED, thoroughly experienced all departments, desires change or Representation for good house; energetic; good appearance; home or abroad. Apply 581/401, Office of this Paper.

**R**EPRESENTATIVE, first-class record, calling Chemists, Hair-dressers, Stores, Northern Counties, for high-class Toilet Brush Manufacturers, with employers' consent, requires other lines for house of repute; commission plus part expenses; own car. Foster, Moelwyn, Higher Bounshaw, Burnley.

**R**EPRESENTATIVE, well-known Toilet House, desires another line; part expenses, commission, or full-time position, Drugs or Toilet; salary, expenses; South and West England, South Wales; own car. 586/40, Office of this Paper.

**S**URGICAL INSTRUMENTS AND APPLIANCES.—Wanted situation, Manager or Assistant; lifetime's experience of trade; accustomed to sole charge, and experienced Appliance Fitting; good references. Please write 584/37, Office of this Paper.

**Y**OUNG Man, tall, of good address, seeks position as Representative of Drug House; 5 years' Retail experience, including Buying; fully capable driving car. Clifton, 6 Dagmar Road, South Norwood, S.E.25.

**Y**OUNG Qualified Man desirous joining representative staff established and well-known manufacturing or wholesale house; first-class retail and some travelling experience; Northern England or Scotland; excellent references. 588/14, Office of this Paper.

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